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Pennsylvania Agricultural Literature on Microfilm

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PSt SNPaAg155

CONTENTS OF REEL 155

1) The Tobacco world, v. 23, no. 1-26
   January 7, 1903 – July 1, 1903
   MNS# PSt SNPaAg155.1

Title: The Tobacco world, v.23, no. 1-26

Place of Publication: Philadelphia, Pa.

Copyright Date: January 7, 1903 – July 1, 1903

Master Negative Storage Number: MNS# PSt SNPaAg155.1

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130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
590 Archival master stored at National Agricultural Library, Beltsville, MD : print master stored at remote facility
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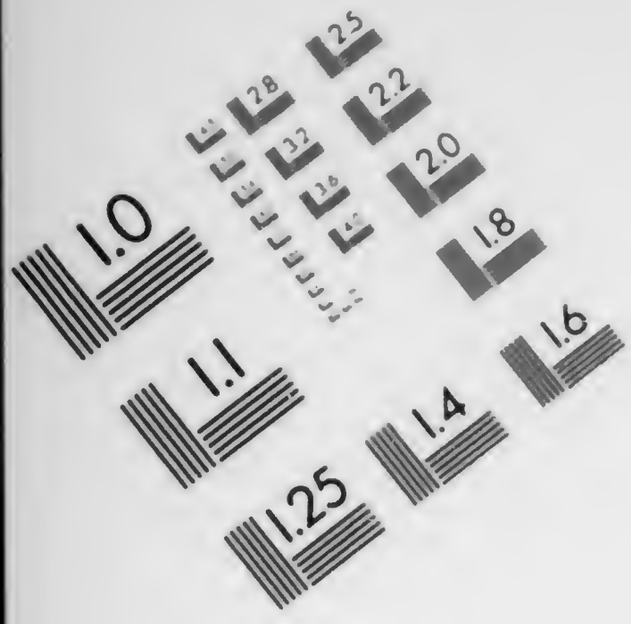
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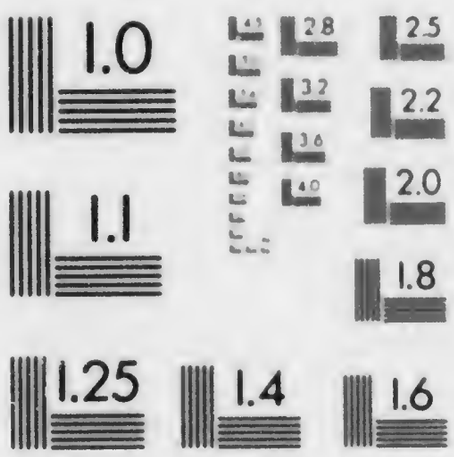
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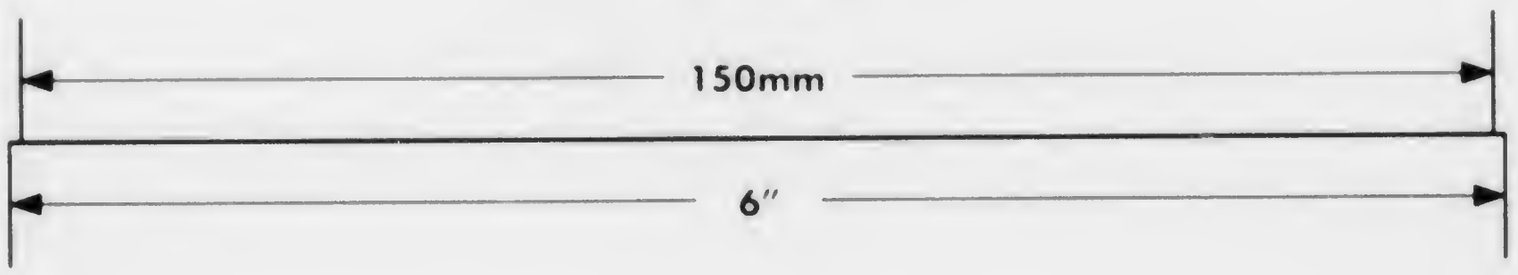
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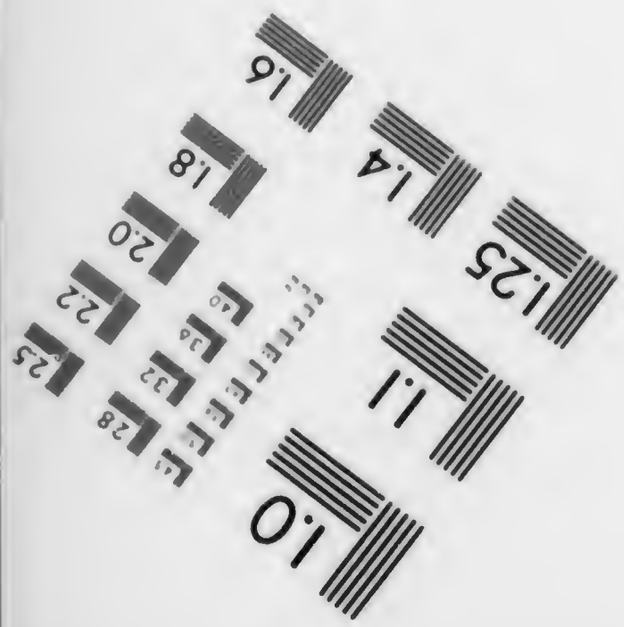
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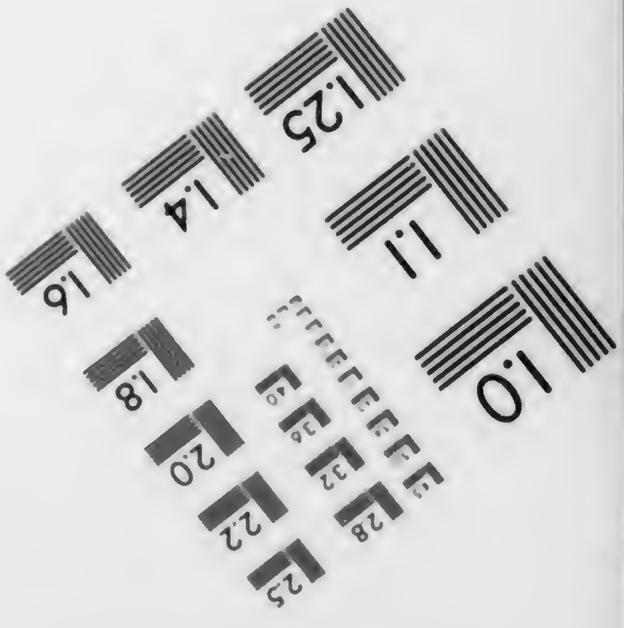






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Volume 23
no. 1-26
January 7, 1903 -
July 1, 1903

STAR OF THE TRADE
ALWAYS SPARKLES

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXII, No. 54

PHILADELPHIA, JANUARY 7, 1903.

TWO DOLLARS PER ANNUM.
Single Copies, Six Cents.



E. ROSENWALD
& BRO.
Packers
Importers
and
Exporters
of
TOBACCOS
145
Water Street
New York

21703

THE TOBACCO WORLD

THE OUTLOOK FOR THE COMING YEAR.

By JOHN H. DUYS, of H. Duys & Co.

I have written to my friends in Europe to the effect that, in my judgment, not only will the output of cigars in the United States in 1903 be greater than it was in 1902 but that the coming year promises to be in every way happier for cigar manufacturers than the past one was.

At the beginning of 1902 there was undoubtedly a feeling of gloom and even despondency among the cigar manufacturers of the United States. This feeling was induced largely by dread of what the great corporations would do. Many independent manufacturers, and especially those engaged in the manufacture of the cheaper grades of cigars, felt at the beginning of 1902 that their future was imperilled. There is no denying that this feeling of apprehension was shared by leaf packers and importers whose fortunes are so intimately connected with the fortunes of the cigar manufacturing industry.

As the year wore on the clouds gradually lifted. The great corporations were found to be manufacturing cigars according to the capacity of their plants and were exploiting them by the same methods employed to exploit their other tobacco products, yet the independent manufacturers for their part were crowded with orders, were collecting their own bills promptly and were not keeping the leaf merchants waiting for their money. The whole trade throughout 1902 was in a healthy condition and shared to some extent in the general prosperity of the country. The year which closed on Wednesday of last week has gone on record as the most prosperous year in the history of this country, and nothing better indicates how general that prosperity was than the universal demand for cigars of all kinds. It is only in good times that the cigar industry flourishes. When times are hard and money is tight the plain people do not smoke cigars liberally, but when times are good few smokers deny themselves the luxury of a cigar. A most striking proof of how extraordinarily prosperous the country has been is the output of cigars—in round numbers 629,000,000—in October of last year. Had there been no coal strike the output would have been even larger, for the coalminers of Pennsylvania are known to be great smokers of cigars.

The year which opened last Thursday dawns with no cloud upon its horizon and in the opinion even of conservative people, 1903 will be even more prosperous for the United States than was 1902. Among leaf merchants there is a feeling of great hopefulness, and among cigar manufacturers one of security which, as I have said, was largely lacking at the beginning of last year. The trade now appreciates, at something like its true value, its own strength, and feels that it is able to cope successfully with the competition of the great corporations. Cigar manufacturers, having seen just what the great corporations have been able to do, are in a position to estimate to a nicety the future competition of these rivals. Viewed at close range they do not appear to be particularly dangerous. Independent manufacturers who really understand their business, who study the tastes of the public, and who spare no effort to put upon the market really good cigars may snap their fingers at any competitor, because, at the very worst, all have an equal chance. What the cigar smoking public wants all the time is good cigars, and the man who can and does make good cigars is going to prosper because the public will seek him out and force prosperity upon him.

The manufacturer of nickel cigars should be of especial good cheer at the beginning of 1903 because the crops of cigar leaf utilized by him in his product were abundant last year and promise to be reasonable in price throughout 1903.

J. H. DUYS.

TRUE TOBACCO ROMANCES.

II. The Double Eagles of R. W. Tansill.

The general impression among that very large class who love romantic tales is that the kind of literature they most affect is to be found only in the glittering pages of Sir Walter Scott and Robert Louis Stevenson, where the heroes wear armor and have all sorts of impossible adventures. Modern life, in the eyes of those who love Scott and Stevenson, is all prose, with a little humor perhaps, but absolutely devoid of poetry.

In books and in newspapers, too, for that matter, things depend largely upon the perspective. There is plenty of romance in the life of every man and woman; the trouble is that not all of it is brought to public notice in the way common to novelists who deal with persons long ago turned to dust.

R. W. Tansill was a knight—not of the same order as Ivanhoe, of course, but a knight all the same, because he fought for his own land and under the banner of his ladylove, who was his wife for many busy and happy years. Mr. Tansill died of consumption at Carlsbad, N. M., on December 29, and the daily newspapers which printed the brief announcement described him as a millionaire cigar manufacturer. He was, in truth, a very rich man, but he never was a cigar manufacturer excepting in a very small way, and to keep up appearances, as it were, his factory, which he conducted for a few years in the early '80's being located in one of the top lofts of a small building at the corner of Wabash and Lake streets, in the city of Chicago. The cigars he sold, and from the sale of which he accumulated a very large fortune, were manufactured for him by other people, part of the time by Lichtenstein Bros. & Co., and S. Ottenberg & Bros., of New York, and part of the time by Kraus & Co., of Baltimore. The last mentioned firm still manufactures R. W. Tansill's Punch, the brand which made Mr. Tansill's fame and fortune.

R. W. Tansill was a very tall man, plain of feature, but of a sincerity so obviously genuine that it won for him lasting friendships wherever he appeared. He was one of those salesmen who believe in getting right down to the plain people, like "Horse Shoe" Jake, Farmer Stewart, S. C. Madole and Mr. Gilhooly, about each of whom The Tobacco World will tell you some day—if you are good.

R. W. Tansill, put his Punch brand upon the market during the early '70's. R. W. Tansill's Punch was a high grade nickel cigar and Mr. Tansill was the first man to advertise a nickel cigar in a large way and to exploit it through gift schemes and in other ways. His first field of operations was Chicago and one of his most successful methods of inducing retail tobacconists in that city to handle the brand was thoroughly characteristic. He would walk into the retailer's establishment with his sample case in one hand while the other hand jingled a pocketful of $20 gold pieces. Walking up to the proprietor he would scatter a shower of double eagles upon the show case and say in a boyishly friendly way:

"That's what you'll have to play with if you sell R. W. Tansill's Punch."

He would always take care that at least one of the $20 gold pieces was "lost." This most original method of getting the goodwill of the man whom he hoped to make his customer rarely failed, and the "lost" gold pieces came back to him forty-fold in profits.

Throughout his entire business career Mr. Tansill's wife was his able assistant in all his affairs. It was she who kept the books and managed all the details of the gift enterprises. She knew personally all of her husband's important patrons, and these always spoke of her in terms of the highest praise.

Mr. and Mrs. Tansill had but one child, Roy, who predeceased his father by about ten years.

During 1892 Mr. and Mrs. Tansill went to New Mexico to live. This was on account of Mr. Tansill's ill health. They purchased a home at Eddy, to which place Mr. Tansill had been ordered by his physician.

R. W. Tansill's whole career was one of the romances of the cigar dealing trade. He was not only the architect of his own fortunes; he was also the architect of the fortunes of those who made the cigars he sold. Moreover he educated as cigar salesmen several men who have made successes of their own lives. Among the best known of these is S. M. Rosenthal, who for a number of years was the Chicago representative of Louis Ash & Co. and who is at present of the prosperous clear Havana manufacturing firm of Fernandez Hermanos, of New York.

The Label and Its Subject.

An actor lady, whose face is going to adorn a cigar box this year, called at the lithographing plant of Wm. Steiner's Sons & Co., at 114 and 116 East Fourteenth street, New York, the other day, to see how the picture was getting along. She went through the establishment under the escort of Mr. Kopperl, and on leaving assured him that she had gotten such an education in artistic "make-up" as no stage manager on earth could ever have taught her, and she has been talking about it to all of her friends ever since.

"I used to think," she says, "that a cigar label was simply a pretty picture in gaudy colors but, my, if I could only use paint as well as those chaps at Steiner's use it, I'd bid defiance to old Father Time, just as Mrs. Laugtry does. There are rows and rows of artists down there and to see them applying the colors from their palettes to the lithographing stones in just like watching a jeweler making a brooch out of rubies, sapphires and emeralds. When I die the headstone at my grave shall be that upon which Steirner's men have painted my picture. That'll be something worth looking at. I think a touch of color ought to improve a grave yard, don't you? Maybe Steiner can spare the one I covet, they have so many others. Thousands and thousands of them, some no larger than the sheet of a theatre programme, and others big enough to print a circus poster from. Mr. Kopperl told me he has a record of every one of them, and they're all numbered just like the seats in a theatre, only on a different plan.

"He showed me the label that is being made from my photo. The finished label, I mean. I at once went into raptures over it, because it is so beautiful. It's much more beautiful than I am, I'm sure, but Mr. Kopperl was too gallant to admit that. The label is in fourteen colors, which is just twelve more than my face boasts. Mr. Kopperl says there are only two colors in my face—pink and white, "roses and cream," that delightful man said, but then immediately after that gorgeous compliment he threw a wet blanket over my vanity by showing me the processes required to produce the finished label. There are fourteen of them, one for each color, and it isn't until they get through with about the sixth one that the value of the colors begins to show. Before that it's a smudge of black or brown or a dull blue or a clouded red, but as soon as the blacks, browns, blues and reds begin to come out strong it's like watching a rainbow or a beautiful sunset. And then when the gold is applied and the embossing brings the lines of the picture into sharp relief you get a full notion of a real artistic cigar label—at least that's the useful lesson I got down at Steiner's.

Sumatra Smuggling to End.

Nevada N. Stranahan, Collector of the Port of New York, has discovered a regularly organized gang of tobacco smugglers engaged in bringing the leaf into this country on North Atlantic passenger liners. He knows the principals in the illegal traffic, and he is preparing to close the nets around them and arrest the ringleaders, their tools and underlings. Mr. Stranahan says:

"Practically every month since I have been in office seizures of smuggled tobacco have been made. Always it has been Sumatra wrappers, on which the duty is $1.85 a pound. Every evidence points to an organized traffic, and I am satisfied that I know the men behind it."

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GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY, BY
TOBACCO WORLD PUBLISHING CO.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price: One Year, $2.00. Six Months, $1.25. Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

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No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 7, 1903.

In the Smoking Car.

Never did mortal have such a rancorous voice as the brakeman who on last Thursday, on the 1 40 express from Philadelphia to New York, call out the names of the stations at which the train would stop next, and his voice was not only rancorous, the user of it was guilty of danenable iteration. He not only said things like "Next stop, Trenton!" or "Next stop, New Brunswick" and so on down his list, but he said each of them three or four times and seemed to take a demoniac pleasure in noting how his victims shuddered with nervous terror every time they heard him. That brakeman was surely no lover of the cigar, else consideration for the New Year's Day reveries of every man in the smoker would have kept him within bounds. How would you have liked it, if in the midst of your favorite brand, on some such an ideal day as last Thursday was, your enjoyment of your cigar were ruined by a hoarse voiced brakeman who insisted upon telling you things you were not in the least interested to know? That brakeman, to every man in that smoker was a far greater nuisance than was to the King and his guests at dinner that functionary whose duty it was to ejaculate after every course "Remember that to morrow you die," because the King and his guest were prepared to hear it—it was part of the menu, like an answer to a toast, but that brakeman and his croak were both so superfluous!

Yet, notwithstanding him and his voice and the uninteresting information it imparted at those hateful intervals whom he broke in upon the meditations of the smokers, did not exasperate a single one of them to the point of throwing away his cigar. On the contrary each man puffed with the greater vigor as if to blot out the too obtrusive brakeman behind clouds of smoke.

Which was much better manners than throwing him off of his own train would have been.

As Mr. Ochs Views it.

The revolt of the retail tobacconists of Chicago, New York and elsewhere, has evoked the following editorial utterance on "The Retail Tobacco War" from the N. Y. Times:

"On the 13th of January a convention of independent cigar dealers from all parts of the country will be held in Chicago 'to discuss ways and means of fighting the so called Tobacco Trust.' Curiously the first step proposed to be taken is that the independent dealers shall sacrifice their independence by becoming members of a National Association with headquarters in Chicago, which shall have certain delegated powers deemed essential to efficiency in the conduct of the campaign. The next step proposed is to make a close alliance with trusts more arbitrary and tyrannical and less intelligently directed than that opposed—the Cigarmakers' and Tobacco Workers' Unions—with a view to involving the associated dealers of the so called trust in an endless and destructive conflict with labor through strikes and boycotts. The third step is an appeal to the public on sentimental grounds, to trade with the independent dealers and refuse to trade with those identified with the consolidation.

"It is difficult to resist the conclusion that if the position of the independent dealers needs to be defended by such means it represents a cause already lost. There is no possible objection to organization, and much good may come from it. There are many and grave objections to employing organized labor as the British commanders in our War for Independence employed mercenary Indians to introduce barbaric cruelties into what should have been civilized warfare. The strike and boycott as agencies in commercial competition are as dangerous as attempts to establish order and conserve the public welfare by lynch law and the intervention of white caps.

"As to the general public, the matter of the competition between retail dealers is likely to be regarded in a very impartial and cold-blooded way. The store which gives the best value for the money it takes in over the counter is likely sooner or later to gain a practical monopoly of the trade of a neighborhood. It is doubtful if on cheap and inferior forms of manufactured tobacco—Pennsylvania cigars, for example—the competition of the independent dealer with the retail store of the trust can be profitably maintained. We fancy, however, that a store which earns the reputation of selling good cigars at fair prices and of treating its customers fairly will not have to put up its shutters soon or ever in consequence of the retail competition of the trust."

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A MERRY GRAVE PARTY.



AT LAKE WHITNEY AFTER THE SILVER WEDDING BALL.

Mr. and Mrs. Frederick D. Grave, of New Haven, Conn., celebrated their silver wedding anniversary one day last September. The invited guests were so numerous that in order to make sure that all of them should have a good time, Mr. Grave gave a ball at one of the large public halls in New Haven. After the festivities were over a few of his out of town guests spent the remaining few hours of the night at his home on the shores of Lake Whitney, just a few miles outside the New Haven city limits. The picture which appears above is a reproduction of a photograph of the party taken after breakfast by one of Mr. Grave's daughters. The gentleman on the foreground with the child on his knee is Mr. Frederick D. Grave. The child is the little daughter of one of his New Haven neighbors. The young man seated on the grass in the background is Mr. Norberto Cueva, whose partner, Mr. Charles Fox, both of F. Miranda & Co, will be recognized in the group standing on the porch. Among the ladies in tha group are Mrs. Cueva and Mrs. Fox.

Mr. Grave is famous throughout Connecticut, and in many other places, too, for his Judge's Cave and other brands of cigars. The Judge's Cave is an old style ten cent cigar with a Connecticut broad leaf wrapper and a filler of the best Havana Mr. Grave can find.

The picture printed above is not published for the purpose of "jollying" Mr. Grave. The serious reason behind the publication is this: Mr. Grave has accumulated a competency through manufacturing honest cigars. He is one of many who has done that, The Tobacco World is happy to say, and the example they afford is inspiring.

TRADE-MARK REGISTER.

Sea Wall Bond. 13,912.
For cigars, cigarettes and cheroots Registered Jan. 3, 1903, at 9 a m, by W. T. Bleike, Houston, Tex.

My Angle. 13,913.
For cigars. Registered Jan. 3, 1903, at 9 a m, by Fred Smith & Co., Red Lion, Pa.

Capital Smoke. 13 914.
For cigars. Registered Jan. 3, 1903, at 9 a m, by B. L. Speck, Pittsburg, Pa

REJECTION.

The Bellevue Stratford.

CURRENT REGISTRATION.

Lilla del Ramo, Lilla del Flores, Pelewan Peco, Peco, Oakie Boy Badge of Labor, Orleana Sweepers, Loulai Abd El Aziz, Hello Girl, Western Country, Well Red, Leo Gale, Fabrica de Vega, Florina, John Spencer, Prime Factor, Netis, Manuel Vega, Alasandra, Nerodad, A. H., Good Faith, Memorlal, La Intencion, Penny Wonder, Hazen S. Pingree's Havana Splendor, Fit to Smoke, Temo, Aeneis, Tolita, Howitzer Place, San Robles, Nut Shell, Rtowah, Bucking Broncho, Pitching Broncho, Cantaloupe

Consolidated Dividends

The directors of the Consolidated Tobacco Company met on Dec. 31 and declared a cash dividend of 20 per cent. on the capital stock of $30,000,000. This is the first dividend declared by the company, which has now been in operation about eighteen months. The dividend does not cover any special periods.

The directors also authorized the issue of $10,000,000 of new stock, which increase was voted on by the stockholders at a special meeting in Jersey City on Dec. 29. The certificate of increase from $30,000,000 to $40,000,000 was filed at Trenton on Dec. 31, after some delay caused by a failure to state the number of shares held by consenting stockholders.

The new stock, under the laws of New Jersey, will be apportioned among the present stockholders, who will have the right to subscribe for it at the rate of 33⅓ per cent. of their present holdings. The original stock is closely held, and it is stated that there will be no public offering of the new stock, the proceeds of which will be put in the treasury for use in the regular course of business.

ESTABLISHED 1844

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HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
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WALTER HIMML,
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AND
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P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & Co.
Growers, Packers and Exporters of
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NEW YORK OFFICE: 168 Water St

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.
No attention will be paid to anonymous communications. Address
THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Ik Marvel Over His Cigar

Hartford, Conn., Jan. 4; 1903.
Dear Medicine Man:

If it is not too long, will you kindly give me, as I have not the book, the introductory paragraphs out of Ik Marvel's Reveries of A Bachelor which are called, I think, "A Cigar Three Times Lighted."

S. L. C.

ANSWER.

Following are the paragraphs for which my correspondent asks:

I do not believe that there was ever an Aunt Tabithy who could abide cigars. My Aunt Tabithy hated them with a peculiar hatred. She was not only insensible to the rich flavor of a fresh rolling volume of smoke, but she could not as much as tolerate the sight of the rich russet color of an Havana-labelled box. It put her out of all conceit with Guava jelly, to find it advertised in the same tongue, and with the same Cuban coarseness of design.

She could see no good in a cigar.

'But, by your leave, my aunt,' said I to her the other morning—'there is very much that is good in a cigar.'

My aunt, who was sweeping, tossed her head, and with it, her curls—done up in papers.

'It is a very excellent matter,' continued I, puffing.

'It is dirty,' said my aunt.

'It is clean and sweet,' said I; 'and a most pleasant soother of disturbed feelings; and a capital companion; and a comforter'—and I stopped to puff.

'You know it is a filthy abomination,' said my aunt,—'and you ought to be—,' and she stopped to put up one of her curls, which, with the energy of her gesticulation, had fallen out of its place.

'It suggests quiet thoughts' continued I, 'and makes a man meditative; and gives a current to his habits of contemplation, as I can show you,' said I, warming with the theme.

My aunt, still fingering her papers, with the pin in her mouth, gave a most incredulous shrug.

'Aunt Tabithy,' said I, and I gave two or three violent, consecutive puffs, 'Aunt Tabithy, I can make up such a series of reflections out of my cigar, as would do your heart good to listen to!'

'About what, pray?' said my aunt contemptuously.

"'About love,' said I, 'which is easy enough lighted, but wants constancy to keep it in a glow; or about matrimony, which has a great deal of fire in the beginoing, bnt it is a fire that consumes all that feeds the blaze; or about life,' continued I earnestly, 'which at the first is fresh and odorous, but ends shortly in a withered cinder, that is fit only for the ground.'

My aunt, who was forty and unmarried, finished her curl with a flip of the fingers, resumed her hold of the broom, and leaned her chin upon one end of it, with an expression of some wonder, some euriosity, and a great deal of expectation.

I could have wished my aunt had been a little less curious, or that I had been a little less communicative: for though it was all honestly said on my part, yet my contemplations bore that vague, shadowy, and delicious sweetness, that it seemed impossible to put them into words—least of all, at the bidding of an old lady, leaning on a broom handle.

'Give me time, Aunt Tabithy,' said I, 'a good dinner, and after it a good cigar, and I will serve you such a sunshiny sheet of reverie, all twisted out of the smoke, as will make your kind old heart ache!'

Aunt Tabithy, in utter contempt, either of my mention of the dinner, or of the smoke, or of the old heart, commenced sweeping furiously.

'If I do not,' continued I, anxious to appease her—'if I do not, Aunt Tabithy, it shall be my last cigar; (Aunt Tabithy stopped sweeping) and all my tobacco money (Aunt Tabithy drew near me) shall go to buy ribbons for my most respectable, and worthy Aunt Tabithy; and a kinder person could not have them; or one,' continued I, with a generous puff, whom they would more adorn.'

My Aunt Tabithy gave me a half playful—half thankful nudge.

It was in this way that our bargain was struck; my part of it is already stated. On her part, Aunt Tabithy was to allow me, in case of my success, an evening cigar unmolested, upon the front porch, underneath her favorite rose tree. It was concluded, I say, as I sat; the smoke of my cigar rising gracefully around my Aunt Tabithy's curls—our right hands joined; my left was holding my cigar, while in hers, was tightly grasped—her broom stick.'

***

Mr. Duke and Organized Labor.

Chicago, Jan. 5, 1903.
Dear Medicine Man.

What was Mr. James B. Duke's testimony before the Industrial Commission of Congress in Washington in May, 1901, as to the attitude of the corporations of which he is the president towards organized labor?

JOBBER.

ANSWER.

I quote from The Tobacco World's report of Mr. Duke's testimony.

Being asked whether union men were employed in the factories of the American and Continental Tobacco Companies, Mr. Duke answered:

"I really cannot say. We never ask a man his politics, his religion or whether he belongs to a labor union."

"Do you discourage unions?"

"We neither discourage nor encourage them. We do not permit outsiders to dictate as to how we shall conduct our business. I remember that once Mr. Gompers came to us and asked us to induce our men to join the union, but we could not see why we should urge our people who had been working for us faithfully for fifteen or twenty years to join a union any more than we should ask them to join a church."

"Do you favor unions?"

"We don't bother ourselves about unions. We don't want walking delegates coming into our factories, and we would not allow them to run our business any more than we would turn it over to a church organization. If the men want to organize for their own benefit they are perfectly at liberty to do so."

"Returning to the question of union labor, Commissioner Farquhar said that a witness who appeared before the Commission some time ago testified that the American and Continental Tobacco Companies would not permit their men to organize.

"I will tell you about that," responded Mr. Duke, with considerable spirit. "The members of these so-called independent concerns try to make capital out of the fact that they use union labels. They adopt brands calculated to please laboring men, and then they try to work up sentiment by having their men organize. We sell our goods on quality solely, and mix no sentiment whatever with our business. Our sole purpose is to get hold of the consumer. When we can induce him to ask for our brands, we build up our business, and all the jobbers on earth could not do this for us unless we could please the consumer with our products."

***

The Six Nations at Schierenbeck's.

The annual New Year's eve gathering of that coterie of leaf merchants who collectively are known as the Six Nations took place this year, as usual, at Schierenbeck's famous "caffay," at the corner of Maiden Lane and Water street, New York, next door to the Roycroft Segar Shop. Among the chieftains present were Ferdinard Cranz, whose Indian name is Chesty-But-Not-Too-Chesty, Ludwig Schmid (Old Tallness), Joseph F. Cullman (Leap-For-Fife-Man), Charles Fox (Sawed Off-Giant), Fritz Jacoby (Old-Boston-Light), and many other civilized and wild Indians of fame and reputation and—capacity. I was the only red man who wasn't there. I was in Philadelphia helping the mummers parade. Nevertheless, seeing that I am clairvoyant, like all properly trained medicine men, I know just what happened at Schierenbeck's on New Year's eve, and I could tell you every single detail of it. I am too discreet to go to such lengths, however, and so I will narrate only what I think will do you good to know. In the first place everybody was feeling first rate, and was free to say that he had had a very prosperous and satisfactory twelve-month in 1902. "Old-Boston-Light" said it looked to him as if old times would come back again in 1903, and added that his own books for the closing year indicated that the cigar manufacturers of New England were in better shape than they had ever been in, (having said which he cheerfully paid for a round).

Big Chief Leap-For-Life said that to him the outlook for 1903 was as pleasant a picture as the one he got from Paris upon which is engraved the grand prize award he got at the exposition of 1900 for his exhibits of Wisconsin, Ohio and Connecticut leaf. (This round was on him).

Old-Chesty-But-Not-Too-Chesty said that so far as he was concerned he felt that the future was as secure as if it were packed in one of his own patented Sumatra covers. (There every body took a Wurzburger in honor of Old Chesty's nationality).

Big Chief Sawed-Off-Giant said it was plainer then ever how good God meant to be to the Havana importers. (This remark cost him a round of Pommery).

Big Chief Old-Tallness wanted to toast the Connecticut Tobacco Corporation but he was told that if he wanted to advertise the new shade-grown Connecticut Sumatra he'd have to do it in the regular way in the trade papers.) To square himself with the other chieftains he also bought a round of Pommery.

* * * * * *

All the chieftains above mentioned desire to have it distinctly understood that each of them was at home with his family by 6.30 o'clock on New Year's eve, and I personally know that every one of them was at his office bright and early on the morning of January 2.

Mr. Schierenbeck says it was the jolliest New Year's eve party that ever gathered round his tables. John W. Merriam, who popped in for a minute on his way home says the same thing.

***

John Fiske's Tribute to Tobacco.

In answer to T. C. D., I give the tribute paid to tobacco by the late John Fiske, the well-known historian:

"Of all the gifts that America has vouchsafed to the Old World, the most widely acceptable has been that which the punster might have called the baccic gift. No other possible and tangible product of Columbus's discovery has been so universally diffused among all kinds and conditions of men even to the remotest nooks and corners of the habitable earth. Its certain and blessed charm is everywhere proof irresistible, although from the outside its use has been frowned upon with an acerbity such as no other affair of hygiene has even called forth."

Mexican Secures a Patent Anent Leaf Tobacco.

A patent has been applied for by Alfred Nauwelaers, a tobacco manufacturer of Jalapa, state of Veracruz, for a process by which dark colored leaf tobacco can be changed to light color without affecting the flavor and whether it be old or new tobacco.

—A British Consular report says that the tobacco monopoly established by the Japanese Government some four years ago has not proved a grand success.

THE C T C

Now Ready for Sale

In Desired Quantities

The 1902 Shade-Grown Connecticut

of the

Connecticut Tobacco Corporation

of

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Wm. J. Hazlewood, President.
Ariel Mitchelson, Secretary and Treasurer.
J. H. Lane, Vice President.
Marcus L. Floyd, General Manager.

EXCLUSIVELY WRAPPER LEAF

This Crop, on account of its Fine Quality and Excellent Burn, may be considered

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General Commission Merchants
Leaf Tobacco & Cigar Department
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Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

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Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
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(P. O. Box) Apartado 270. **Habana.**
Cable: ZALEZGON.

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Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

HAVANA HOLIDAY SALES

Are Unusually Brisk—The 1903 Crop—Personals and Trade Jottings.

Havana, Dec. 27.

While toward the end of the year the Havana market, as a rule, is very quiet and no transactions of any magnitude are reported; the week ending December 27 has formed an exception, and 5300 bales constitute the business done during the five working days. Of the above total, 2400 bales were Remedios; 2200 Vuelta Abajo, and 700 Partido, the last mentioned principally heavy fillers. United States buyers took the lead again by purchasing 3000 bales; Europe is credited with 1800, and 500 bales were taken for home consumption by the Havana Cigar manufacturers. Prices are very firm and holders are hopeful of seeing an advancing tendency materialize during the coming month of January by obtaining higher figures, especially for Remedios, as prices for Vuelta Abajo have already reached a point that is almost prohibitive to manufacturers.

THE 1903 CROP.

The weather is ideal; replanting is still going on in the Vuelta Abajo and Partido districts, while the cutting of the small saved portions of temprano plants is progressing. From the Remedios region heavy rainstorms are reported to have caused some damage in certain portions. Don Luis Marx, in Alquizar, and Don Adolfo Moeller, in La Guira, have harvested a very fine crop under their cheese-cloth covering, sound in every respect, large in leaf and fine in texture, while the colors will come out evenly in the sweat, as no spots are discernible that could produce "manchas," green or otherwise. Both are said to have replowed some portions of their land and replanted new seedlings, in order to grow another wrapper crop, a plan which has been tried before, giving excellent results, as long as the ground has had enough manure. The raising of tobacco is apparently reaching a new stage in this Island, at least a few of our enterprising capitalists are studying all the latest discoveries, as regards manure, growing tobacco under cover, and by taking advantage of the climate and seasons are expecting to raise two wrapper crops in a year, thus using the method of intense culture or getting everything out of the ground that it will possibly yield. The small farmers are debarred from following the example set by the capitalists, and either must plod along in the old accustomed way or otherwise devote their land to the raising of other crops. Cano y Hermano have cut some 4000 matules on their plantations in the tumbadero district, "El Brillante" and "El Brichi." Don Cayetano Perez has also been cutting on his farm, "Ritilla," since the 15th inst. In the Vuelta Abajo several small quantities have been harvested, although cutting may not become general until the latter half of January.

ARRIVALS IN HAVANA.

Don Gustavo Bock returned from his trip to England and the United States on December 22, looking hale and hearty. He refuses to commit himself about the future policy of the Henry Clay and Bock & Co. S. H. Friedlander, of Adolfo Moeller & Co., of New York, came for a short visit in the interest of his firm and to look over our market.

Departures include Wm. J. Hazlewood for Tampa and S. Ashner, Geo. Kober, per steamship Vigilancia, and Edward Hilson, of the Hilson Co. and Hoffman House cigar fame, for New York.

HAVANA CIGAR MANUFACTURERS.

Very little news is to be had as regards the movement of the independent cigar manufacturers. Nearly all factories have enough orders on hand to allow them to work with full steam ahead, although the cigarmakers at this season of the year took their annual Christmas holidays by stopping work on Wednesday evening and will not start up again until December 29.

HAVANA LEAF DEALERS.

Antonio Hernandez Rivero sold 1000 bales of his fine Vuelta Abajo holdings.

Sobrinos de Antero Gonzales state that they purchased nearly 2000 bales of low grades for the Spanish contract, and that now the supply of botes of Remedios has been exhausted. They also disposed of 400 bales Remedios of their own stock of goods.

Loeb, Nunez Havana Co. received 1850 bales of Remedios from their late purchase of 3000 bales in the Santa Clara province, while they shipped 400 bales of Remedios and also disposed of 100 bales of their selected Vuelta Abajo holdings.

Bruno Diaz & Co. were sellers of 500 bales of choice Vuelta Abajo and 300 bales of Partido fillers, with a fair sprinkling of wrappers amongst them, thus showing that Don Doroteo Herrera manages to keep the ball rolling, while Don Bruno is in New York.

Leonard Friedman & Co. were buyers of 600 bales of Santa Clara tobacco direct from the packers and farmers in the country.

Don Luis Cantor and Don Jose Vega worked hard to secure these goods, as prices are advancing, owing to the small stock left unsold in the country.

H. Upmann & Co. have shipped 800,000 cigars this week, while they have enough orders on hand to keep the factory busy for some time to come.

Don Eduardo Hilson is believed to have bought up to 1000 bales of the finest Vuelta Abajo fillers to keep up the quality of the Hoffman House Cigar.

Sutter Bros., Inc., have been as busy as ever, buying and selling large quantities of the best tobacco of all grades and growth, and stripping with a full force in their commodious warehouse, No. 24 Cuba street. Although Don Jose Mendlesohn is in New York, it seems there is no let up for Don Marco Pollack, the present manager of this well-known concern.

S. L. Goldberg & Sons have nearly sold out their whole stock (doing it on the quiet and not wishing to have their weekly transactions reported), so Don Sidney and Don Fidel Fernandez are now passing most of their time looking after the growing crop and incidentally watching their opportunities to find a few choice vegas that might yet be for sale in the Vuelta Abajo.

S. Ashner has bought some 500 bales more of Vuelta Abajo and Partido fillers, thus summing up a total of 1250 bales during his stay in Havana. It is known that he selected only the best goods to be had, and Mr. George Kober was a good help to him in picking out the most aromatic ones.

J. F. Berndes & Co. secured some 600 bales of Remedios of the best growths for their friends in Germany.

Garcia & Co. have been selling regular quantities.

Miguel V. Perez sold 600 bales Remedios to the Spanish contract.

Luis Muniz Hermanos & Co. were also sellers of 450 bales of Remedios, partly to the Spanish regie and partly to their United States friends.

Bridat, MontRos & Co. intended to ship nearly 1,000,000 cigars, but they had their doubts whether they would get them delivered in time by the manufacturers.

Rabell, Costa & Co. sold 300 bales of Vuelta Abajo to their Northern friends.

Juan de la Rosa disposed of 300 bales of Remedios to a city buyer, who generally ships to the United States.

G. Salomon y Hnos turned over 200 bales of Vuelta Abajo, Partido and Remedios.

Gayetano Perez was a seller of 150 bales of Partido.

Heres Saiz & Co. closed out one vega of 150 bales of Vuelta Abajo.

J. Bernheim & Son were fortunate in finding an extra fine vega of Vuelta Abajo in the country.

Jose Santalla & Co. shipped 150 bales of Partido to their United States friends.

Aixala & Co. sold 100 bales of their fine Remedios packing to a New York buyer, who took them as a sample to try the market.

V. Diaz & Co. disposed of 100 bales of Remedios to the Spanish regie.

President Duke, of the American Tobacco Co., and President Cobb, of the Havana Tobacco Co. and the American Cigar Co., are expected here during the coming week, and some new developments may take place as regards a closer union of the interests of the different syndicate factories here.

Arrivals of tobacco from the country:

Bales.		Bales.
1584	Vuelta Abajo	176,021
267	Semi Vuelta	13,268
52	Partido	58,952
	Mantanzas	108
5266	Remedios-Santa Clara	139,350
	Santiago de Cuba	426
7169	Total	388,125

CRANZ'S SUMATRA ALBUM.

F. & E Cranz, the well-known Sumatra importers of New York, sent out on New Year's eve several thousand copies of a beautifully bound booklet, containing views of the famous tobacco plantations on the east coast of Sumatra, and the very first mail received in the morning of the New Year's day and every mail since then brought acknowledgements from the recipients. The album, as it is very properly called, is F. & E. Cranz's substitute for the conventional calendar.

A page in the album which has a general interest for the trade, gives F. & E. Cranz's views of the Sumatra situation in the United States in 1902 and 1901. It is very interesting and is as follows:

THE YEAR 1902

and the last Sumatra crop, with special reference to the American market:

Amount of the entire 1901 Sumatra crop, 227,511 bales. American purchase of this crop, according to our closest calculation, about 27,000 bales. American importations of old Sumatra until April a. c. (before this crop was offered), about 4000 bales. Total of this year's importations of Sumatra, old and new, about 31,000 bales. The American Cigar Co. and the United Cigar Manufacturers secured to our calculation this year about 10,000 bales. Balance left to the trade, about 25,000 bales.

Comparing these figures with those of last year, we see, that fully 11,000 bales more were secured by the trade in the previous year.

THE YEAR 1901.

American importations of Sumatra during the year 1901, about 37,500 bales. Purchases of the American Cigar Co., to our calculations, about 5000 bales. Balance left to the trade in 1901, about 32,000 bales.

In spite of the enormous shrinkage in the purchases of Sumatra by the importers all around, our importations show a remarkable increase this year again.

Knowing that we are indebted for this to the confidence, extended to us by the trade, we wish to express to our patrons our cordial thinks herewith, hoping that they will continue to favor us in the future as well, as we have but one aim, to retain and gain the confidence of the trade by fair and square dealing.

Yours Very Respectfully,
F. & E. CRANZ.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
FABRICA DE TABACOS
SOL HABANA
AMAT VICTORIA CURAM
LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

JOHN W. MERRIAM & CO.
MAKERS OF
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"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars.

A Good Present for Yourself---A year's subscription to The Tobacco World.

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L. S. SCHOENFELD, MGR

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Growers, Packers
and Importers of
Havana Tobacco
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No. 167 Water Street
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NEW YORK

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat — *Post Office Box 310.*

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 — Amsterdam, Holland.
Office, 183 Water St
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
NEW YORK
EDMUND H. SMITH
ENOS SMITH

THE NEW SHADE GROWN SUMATRA.

The attention of our readers is courteously directed to the full page advertisement of the great house of E. Rosenwald & Bro., of New York, announcing that the new shade grown Sumatra wrapper leaf of the Connecticut Tobacco Corporation of Tariffville, Conn., is now ready for sale. Particular stress is laid upon the fine quality and excellent burn of this tobacco, which has been thoroughly tested.

The 1902 crop of the Connecticut Tobacco Corporation was grown under most favorable conditions and under the eye of General Manager Marcus L. Floyd, whose experience of growing tobacco under cloth is of a most thorougghoing character. Prior to his appointment to his present post Mr. Floyd was for a number of years the U. S. Government's acknowledged tobacco expert, and he qualified himself for his duties under the Agricultural Department by participating in scientific cigar leaf culture in Florida.

The announcement in The Tobacco World a few weeks ago that E. Rosenwald & Bro. had accepted the selling agency for the shade grown Sumatra grown at Tariffville in 1902 was received by the entire trade not only with gratification, but also as an earnest that the crop had turned out most successfully. That that is the opinion of this most trustworthy firm is manifest from the advertisement.

Charles Vogt, Jr., to Havana.

Charles Vogt, Jr., of the firms of A. Santalla y Ca., of Havana, and A. Pazos & Co., of New York, sailed for Havana on Saturday last.

HARRY SPINGARN'S TRIP.

Harry Spingarn, of E. Spingarn & Co., of New York, leaves for a visit to his trade in Pennsylvania and the West on January 10. Philadelphia will be his first stopping place.

There'll be no Reciprocity.

The tip comes straight and in the most authoritative way from Washington that Congress will not grant reciprocity to Cuba.

Real Christmas in Chicago.

The retail clerks of Chicago had last Thursday the first real Christmas holiday they have ever enjoyed in the history of the city's trade. Every retail store of any consequence, with the exception of the drug stores, was closed all day long. In past years it was the custom of stores doing business outside of the down-town district to keep open on Christmas until 1 o'clock in the afternoon. It was through the efforts of the new Retail Clerks' Protective Association that an entire day off was this year obtained.

ROBERT L. SHETTER DEAD.

Prominent Business Man of York Passed Away After Long Illness.

Robert L. Shetter, a prominent business man of York, Pa., died at the Blenheim Hotel, Philadelphia, on Sunday last after an illness of three months. He was about fifty-five years of age and had been a member of the firm of Stallman & Shetter, wholesale tobacco and cigar dealers, for twenty years, was one of the originators and directors of the Diamond Silk Mill, York Cold Storage plant, York Wall Paper Company and the York Match Company.

Upon the purchase of the York Match Company by the Diamond Match Company, some years ago he was appointed its superintendent, and afterwards was superintendent of the Wilmington, Del., and Oswego, N. Y., plants. He was closely identified with various business enterprises of York and was a member of the Lafayette Club, of York, and the Union League, of Philadelphia.

GENERAL NOTES.

"Calamus" was the name of the Indian pipe of peace.

William Early has started a cigar factory at West Alexandra, O.

The first cigar factory was established in Hamburg in the year 1796.

The Indians used tobacco at their sacrificial offering ceremonies.

M. A. Price has sold his interest in the Columbian Cigar Company, at Benton Harbor, Mich., to his partner, Wm. J. Harper.

In the United States the average consumption of tobacco per inhabitant is 4.5 pounds.

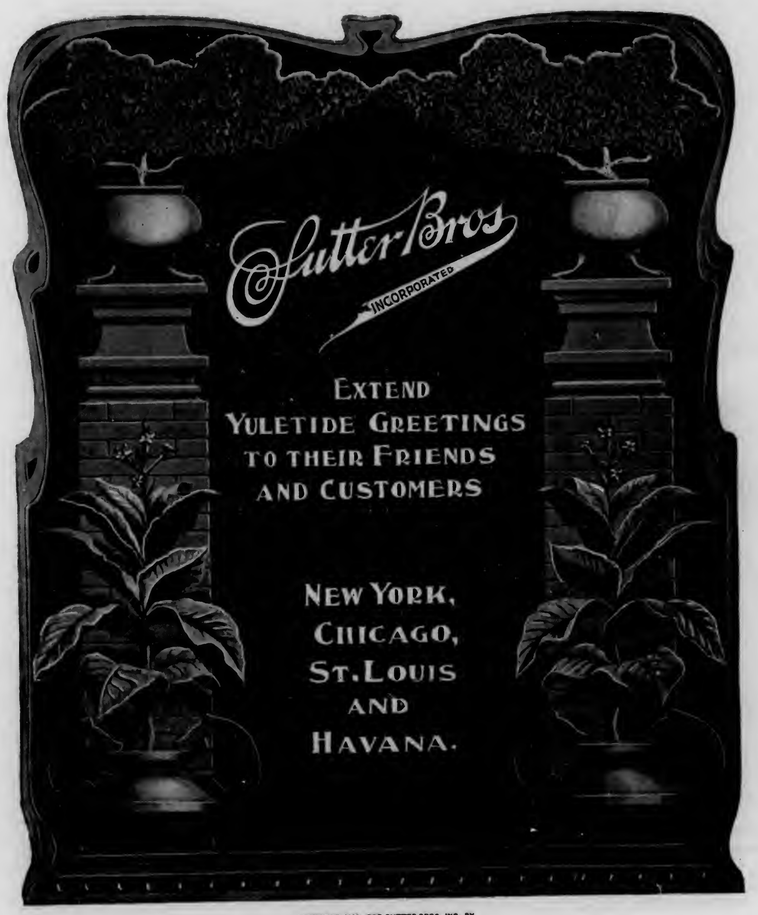
L. W. Secrist, of Wellington, O., has sold his cigar and tobacco business to I. L. Chapman.

The people of Holland, it is computed, use more tobacco than the people of any other country.

In Holland tobacco is cheaper than bread. The tobacco used in Holland is unusually mild, hence, so much is used.

Independent cigar dealers of the country will meet in Chicago, January 13, to devise means to combat the so-called tobacco "trust."

The Economista Mexicano newspaper estimates this season's tobacco crop in Mexico at 22,000,000 pounds. It says that the greater part of the crop is already sold in the United States for delivery as gathered.



COPYRIGHT 1902, FOR SUTTER BROS. INC. BY FIELD ASSOCIATION OF ADVERTISERS, N. Y.

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List.
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. Factory, Tampa, Fla.



Price, $1.00. Large Discount in quantities.
No winding, 10 snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE:
Capacity, 85,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Tobacco
East Petersburg, Pa.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Phila. Holiday Aftermath.

Business Changes Rather Plentiful--Business Reported Good --Trade Items.

The new year has opened auspiciously for the cigar manufacturers and retailers of Philadelphia as was predicted weeks ago. The leaf dealers, too, are coming in for a satisfactory amount of good business and all hands are wearing smiling faces and enjoying good tempers. The weather has favored the cigar business. Changeable and cold weather tempts men to seek the solace of a good cigar—and one leads to another. The retailers are giving better attention to window decorating, neat appearance of interiors, etc., and as a consequence sell more stock. As one dealer put it, "While the goose could hang higher, it's hanging high enough. It wouldn't do, you know, to have the dear bird go out of sight."

A JUBILANT PROCESSION.

Business changes have been a little more numerous this year, it is said, than in former years. There have been quite a number of new cigar stores opened as well as the new factory, the La Havencia. Philadelphia is growing rapidly, especially in a western direction, and of course increase of population demands increase of cigar stores, cigars and tobacco. And no one want to halt the jubilant procession.

THE NEW LA HAVENCIA CIGAR.

J. A. Seubert, a newcomer to Philadelphia, has opened the La Havencia cigar factory at No. 50 North Third street. Mr. Seubert is lately from Syracuse, N.Y., where for years he was in the cigar manufacturing business with his father. The new factory occupies the second and third floors of the large building on North Third street, and starts off with 50 busy employes. This force will be gradually increased as business warrants. Mr. Seubert said to the Tobacco World reporter: "I will manufacture a general line of cigars and also a line of clear Havanas. My 10c brands will be La Havencia and General Chaffee; in 5c brands, the Hurdle and Curia. My clear Havana cigar is the Flor de Seubert. Associated with me as superintendent of the factory is George Cleeland, formerly with Frank Teller & Co."

CIGAR, TIP CUTTER, MATCHES, ETC.

Wm. Diebel, of 327 North Eighth street, inventor of the Diebel vending machine described in a recent issue of the World, has added a most convenient improvement to the machine. It consists of an automatic match-delivering device. As soon as a cigar comes out after a sound nickel has been put in the slot, just above it come also a safety match, which the customer takes and strikes on a match-striking surface beneath. Alongside the vending machine is one of the Diebel cigar tip cutters—than which there are few if none better—as well as a hanging bowl for waste match ends, etc. All in all the vending machine is the most complete of any ever invented and Mr. Diebel has orders on hands for them that will keep him busy for months.

THE RETAILERS' ASSOCIATION.

Officers of the Retailers' Protective Association are busy inducing new members to join the association and they are meeting with success. Now that the holidays are over the retailers can attend meetings without neglecting business and will probably do so. As already noted the next meeting of the Association will be held at Odd Fellows' Temple, Wednesday evening, January 14.

MOVING IN AND OUT.

S. Greenwald, who has conducted a cigar store for many years at Second and Market streets, will remove to 141 Market, January 15th. W. B. Moore, of Eleventh and Filbert streets, will open a branch cigar store as soon as the premises are vacated by Mr. Greenwald. The rumor that one or the other stores was to be opened by the trust was unfounded.

ANOTHER MOVE.

George O'Keefe has opened his new cigar store at 14 South Fourth street, and is pushing his popular El Rio 5-cent leader.

ANOTHER NEW STORE.

E. M. Cook has opened a neat cigar store at 5205 Market street, and is giving satisfaction to many West Philadelphia tobacco and cigar consumers.

A NEW PLUG.

J. S. Geller, Sons & Co. will shortly put a new plug tobacco on the market under the brand of Federation Chew.

MOSTLY PERSONAL.

Charles Lloyd has taken charge of William H. O'Keefe's South Fifth street cigar store.

D, A. Mills, the hustling representative of Vincente Portuondo, left for the west last Monday on his usual western territory visit to the trade.

Isadore Ausspung, the pipe manufacturer, is now comfortably located in his new quarters at 109 South Eleventh street.

M. D. Neumann and Sig. C. Meyer, of the hustling factory of M. D. Neumann & Co., will soon leave for regular trips "on the road."

F. O. Schreckengost, the ex-Athletic team base ball player, is succeeding well as a cigar salesman with Popper, Doddy & Jourdan. He sells a brand named after himself called Waddell & Schreck, 1902, Champion Battery.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Rothschild & Bro's Vest Pocket Calendar.

Rothschild & Bro., of New York, have favored their friends with a calendar for 1903, which everyone who receives it pronounces to be "simply immense." It is 32 inches long by 18 inches wide, and would fit very well into the vest pocket of a giant.

It is easily the most striking ornament of any office in which it may be hung, and it is perfectly safe to say that the Rothschild vest-pocket calendar will never find its way into the waste basket.

Tobacco Crop of 1902.

The Department of Agriculture estimates that in 1902 the total crop of tobacco grown in the United States amounted to 821,823,963 pounds, of the aggregate value of $80,472,506.

CHICAGO TRADE NEWS.

Review of 1902 Business—Leaf Men Satisfied—Personals and Other Items.

There are intimations that important developments are pending in connection with American snuff, but their nature has not been learned by your correspondent.

It was but a few weeks ago that the common stock was placed on a 10 per cent dividend basis similar to the common stock of American and Continental Companies.

It is reported that announcement will soon be made of the declaration of a quarterly dividend of 3¼ per cent on the $30,000,000 Consolidated Tobacco stock, which is on the basis of 13 per cent. a year.

The American Tobacco Company, according to persistent rumor, will establish in Chicago the largest cigar factory in the West.

Always a cut-rate center in the cigar trade, the Chicago market has been simply chaotic during 1902. With the establishment of thirty retail houses by the United Cigar Stores Company a war commenced with the independent retailers, resulting in reductions varying from 15 to 50 per cent. on popular brands. The fight is still raging. Through its control of 90 per cent. of the plug and smoking tobacco trade, the trust maintained reasonably steady prices in these commodities, though the recent entrance of several independent manufacturers into the field threatens a fresh struggle. Owing to increased cost of labor and material, the removal last July of the 3.6-cent tax on tobacco resulted in no corresponding decrease in prices. Raw material has risen greatly. Cheap tobacco which sold at 4 to 6 cents four years ago is now from 12 to 16. The average increase in value is 10 to 25 per cent. The increase in cigar sales is estimated at 25, plug and smoking tobacco 15, and cigarettes 10 per cent. Owing to cut prices, the amount represented by these sales was not over $32,000,000. Labor troubles in Havana reduced sales of Cuban goods, but the demand everywhere has been for better qualities than ever before.

H. L. Mites, 380 South Halsted street, has been held to the grand jury by Justice Richardson on a charge of using counterfeit labels of the Cigarmakers' Union. The bond was fixed at $500.

The local members of the Cigar Dealers' association will appeal to the congressmen and senators of the middle west to oppose the use of coupons and tags as applied to tobaccos. If they succeed they will shut off one of the most advantageous advertising mediums the trust has at its disposal.

The independents also seek to see that a part of the $50,000 set aside for the investigation of trusts be applied to the tobacco combine. It is believed that grounds for prosecution under the Sherman anti-trust law can be established.

President George W. Perkins of the Cigarmakers' International Union will leave for York, Pa., Saturday to prosecute several counterfeit label cases. He will be absent a week.

A good-bye party was given in honor of Sam H. Harris, of the Khedival Co., who leaves Chicago to go to New York to take charge of the new plant which the company is to establish there. Many of the people connected with the tobacco trade sat down to supper with Mr. Harris and wished him success in his new field of usefulness.

John Dolan, the cigar dealer, has had the body of his famous cigar smoking dog "Cap Dolan," stuffed and it will occupy a conspicious position in his store.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

NEW YORK, Jan. 2, 1903.

NOTICE is hereby given that the firm of Laverge & Schneider, composed of the undersigned, has been dissolved by mutual consent. Mr. M F. Schneider will sign in liquidation.

{H. J. LAVERGE, M. F. SCHNEIDER.

NEW YORK, Jan. 2, 1903.

The business heretofore carried on by the firm of Laverge & Schneider will, after this date, be continued by me, and I shall be pleased to be favored with your patronage. M. F. SCHNEIDER.

SALESMAN WANTED.—By a firm making superior line of Seed and Havana goods. Western and Northwestern territory. Address, Haud Made, Box B, Care of The Tobacco World. 1t

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

NEW AND SECOND HAND cigar molds in large variety at Jos Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

PACKER FOREMAN open for posiion after Jan. 5. Address Box 71, care of The Tobacco World, Philada.

SANCHEZ & HAYA
Manufacturers of



The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

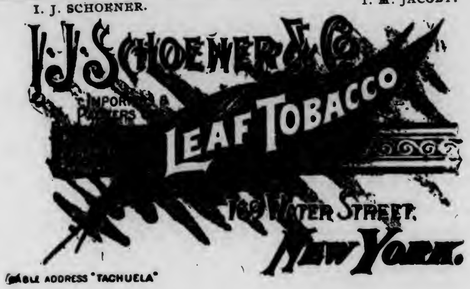
ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY.



CABLE ADDRESS "TACHUELA"

E. A. CÁLVES & CO. C HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.



A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

WE HAVE NOT
ADVANCED OUR PRICES,
But will be compelled to do so January 1, 1903.
Now is the time to order a stock of
Cigar Mfg. Supplies
That will last you for some time to come.
Remember we make only the Highest Grade of Goods in our line.
Send in Your Order at Once.
The Sternberg Mfg. Co.
1702-12 West Locust Street,
DAVENPORT, IA., U. S. A.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. Fire Insurance Insurance on Tobacco & Cigars a Specialty.
27 E. Orange St., Lancaster, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. B. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Feustermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.
High Grade Cigars.
DALLASTOWN, PA.



BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

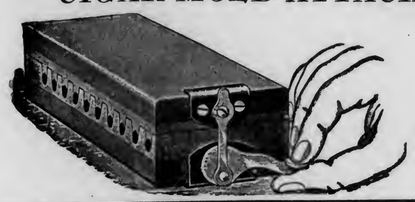
Barnesville Cigar Co.
W. H. BARLOW, Proprietor.
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited Write for Samples.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Henning. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. R. Grier. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

JOHN H. WITTER,
Manufacturer of Newmanstown, Pa.
FINE HAVANA HAND MADE
Cigars
Lord Gloster—10c.—Henry W. Sage
Dundreary, 5-cent


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of Knock-Down Cigar Boxes AND
CIGAR MOLD ATTACHMENT or Shaper Press





Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

R. F. Vogt, of the R. F. Vogt tobacco Co., of Louisville, has been here.

F. C. Marz, a prominent cigar manufacturer of West Superior, Wis., was a recent visitor.

It is rumored that agents of the Syracuse Cigar & Tobacco Company will shortly be in Chicago to superintend the opening of a new factory. The site spoken of is the old Vallens factory. This is held by J. & R. Moos, who deny that they have relinquished the lease.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

The Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

A. W. ZUG
EAST PETERSBURG - PENNSYLVANIA
Manufacturer of the Celebrated Keystone, and American Union Cigars.



Manufacturer of the Celebrated Conestoga and Star of Trade Cigars.
WE EMPLOY NO SALESMEN. All our busin ess is transacted direct with the wholesale houses. Please place yourself in correspondence with us. We will save you money.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.



Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**
Packing Houses: { Covington, O. / Gettysburg, O.
Zimmer Spanish. Ohio Seed Leaf. Little Dutch.

Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application.

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED.



Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,

COLUMBUS, OHIO,

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St

BONDED STORES: 182, 186, 188 and 257 Pearl street.

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O. H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.



I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.

READING, PA.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.

MANUFACTURERS OF

TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	6 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

They are gracious to the nerves-

ALL HAVANA FILLER



Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.



10c. A Perfect Cigar.





5c. A Delicious Smoke. Strictly Handmade.

THEY ARE DESERVEDLY POPULAR

MANUFACTURED BY

CHARLES M. YETTER - READING, PA.

We use the Blue Label of the

CIGARMAKERS' INTERNATIONAL UNION OF N. A.

WE SOLICIT YOUR CORRESPONDENCE



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories:

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



"YOU MAY SMOKE."

The Alluring of Young Savage, of the Savage Club.

That famous Bohemian organization known as the Savage Club celebrated its forty-fifth anniversary at London the other evening, the invitation to the dinner being ornamented by an exceedingly graceful figure of a female Savage announcing what is the first duty of the chairman to do after the cloth is removed—the fact that the gentlemen may smoke.

The Savage Club is the best known of what may be termed the Bohemian literary clubs of London. It makes no pretension to be placed in juxtaposition with such clubs as the Athenaeum or other aristocratic literary associations. Its



The Savage Club's Invitation Card.

origin and progress are peculiar. In 1855 a number of literary men, journalists and artists agreed to found a magazine, which was to be published on what may be termed confederate principles. The artists were mainly draughtsmen engaged in drawing for the now almost extinct art of engraving on wood, the photographic reproductions now universal, and known as process blocks, being then utterly unknown,

The venture was termed The Train, a first-class magazine. The meetings of the little band were held in the parlor of a public-house, and were consequently subject to the interruption of persons not connected with the venture. This was inconvenient, and it was proposed that they should constitute a club and take a private room in some licensed house. A name was required, and in jest Robert Brough proposed the name of "The Savage Club," which had no reference whatever to the members behaving like savages, or to the literary Bohemian Richard Savage, who died in the previous century. The members met in their own room and dined together every Saturday, their fare consisting of a joint, their beverage being the then universal drink of beer, their table being ornamented after dinner with long clay pipes, and the now almost extinct "penny in the slot" brass tobacco boxes. The character of the coterie induced very many persons to endeavor to gain access to the club and to become members. This position at that time was a most difficult object to attain; no one could get elected who was not known to a considerable number of the members, and it was said that it was as difficult to get into the Savage Club as into the Athenaeum.

Philadelphia Leaf Market.

The chief demand during the past week has been for Wisconsin leaf of the 1900 or 1901 crop. Where clean lots were offered they were immediately picked up. Sales made amounted to about 500 cases. There was a fair demand for Zimmer and several fair sales are reported. The same can be said of Connecticut leaf. There were quite a number of offerings of Pennsylvania Broadleaf crop of 1900, and several sales were made. In Sumatra and Havana orders were mostly for pound lots; no large deals reported.

EXPORTS.

Antwerp—Tobacco 71 hhds.
Liverpool—Tobacco 20 hhds.

Tobacco Cultivation in Russia

The St. Petersburg Herald speaks of the great progress which has of late been made in the raising of tobacco in the Caucasus. This region now supplies the native leaf to the tobacco working factories of St. Petersburg, the Crimea and of some other districts.

Love is a smoke, made with the fume of sighs;
Being purg'd, a fire sparkling in the lover's eyes.—Shakespeare.

Tobacco contains the following component substances: Albuminoids, alcohol, ammonia, celluluse, citric acid, creosote, essential oil, malic acid and nicotine. Small traces are also found of nicotianine or tobacco camphor, nitrogeneous substances, such as saltpeter, oxalic acid, pectric acid and a trace of resinous substances. "Further deponent saith not."

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.



"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 — Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Best Workmanship — The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

WM. H. REDCAY
Reading, Pa.
Maker of
High Grade Hand Made **HAVANA CIGARS**
Union M de.
Famous Brands:
RINGOLD and FUDGE, 5c.
KEY WEST HAVANA, 10c.
Write for Prices. Jobbing Trade Solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

OFF TO EUROPE.

Sigmund Rosenwald, of New York, and his friend, Fred Opp, of St. Louis, Mo., sailed for Europe on the Kaiser Wilhelm der Grosse on January 6. They expect to be gone about six weeks. On his return, Mr. Rosenwald will be accompanied by his sister, Mrs. Heinrich Neuberger, of Bremen, who is coming to be present at the marriage of her son, Moritz, to Miss Lena Goldberger, of New York.

CUSTOMS CONTRACT ANNULLED.

Owing to the complaints of importers and upon the recommendation of the Collector of Customs at New York the contract for the hauling of customs goods from the docks to the public stores, now held by Mr. Kehon, has been annulled.

It is asserted that the service is inefficient, and that the price paid under the present arrangement is too low to insure good service. Mr. Kehon has given his consent to the annulment of the contract, and as soon as possible the department will advertise for new proposals.

THE TURKISH CROP.

The British Consul at Latakia furnishes the following report on available supply of Latakia tobacco:

"It is now ascertained that the quantity of this year's Abou-Riha tobacco crop will attain 500 tons, to be entirely exported to Great Britain, where a great demand still prevails. Owing to this and to competition among some native merchants and the agent of a British company, the prices are this year thrice as high as those of last. Taking advantage of this situation, the merchants have been obliged to accept inferior qualities of tobacco. There is of this more than 1400 bales, which have been recently shipped for London and Liverpool. It is expected that the next shipments will be of good quality. The competition between the native merchants and the agent of the British company was due to the local merchants having entered into combination for the purpose of buying the whole crop. On the other hand, the agent is said to have had express orders to purchase from the growers, who were very glad to sell all their tobacco to him owing to his offering higher prices. But the growers were led to fear that in that event the local merchants would give them no advances in the future. The growers have hitherto accepted money advances at the rate of 25 per cent. interest, and have sold their tobacco at a price fixed by their creditors. Last year they sold their crop at a price equal to 6d. per pound to a few merchants, who obtained prices between 2s. and 3s per pound at London and Liverpool. This year prices being far more remunerative, the growers have greatly increased thier cultivation of tobacco; some 8000 doonoums—about 1980 acres—are already cultivated. During the preceding five years no more than 2500 doonoums were under cultivation.

Rabell, Costa & Company,
TOBACCO DEALERS
Our Specialties:
Vuelta Abajo and Santa Clara
Manrique 199,
Cable Address: RABELL.
Post Office Box, 117.
HAVANA, CUBA.

RABELL, COSTA, VALES & CO.
Factory, 98 Galiano Street, *HAVANA, CUBA*
MANUFACTURERS OF
The Finest Havana Cigars



Sole Purveyors, by request, to the Royal House of Spain.
THIS FACTORY Being Independent is Enabled to GUARANTEE the QUALITY of its PRODUCTS
JAIME SERRABELLA,
Sole Representative of United States and Canada, 172 Front Street, NEW YORK.

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

FINE OHIO TOBACCO

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Fully packed, of the choicest grown sections. Samples carefully sent on application, or can be inspected by calling on my Dayton, O., agent, A. B. RAPIDIS. Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. Johns,

Office:---McSherrystown, Adams Co., Pa.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

READING DISTRICT RECEIPTS.

Tobacco Business Brisk and the Future Promising—Trade Notes and News.

Reading, Pa., Jan. 3, 1902.

Collector F. W. Cranston's annual report shows a big gain in revenue in the tax of cigars, which was $365,996.61 in 1902. This indicates that the cigar output for this district has reached almost 122,000,000, or a gain of more than 25,000,000 over the previous year. The industry has had an exceptionally heavy year, all the large factories have increased their force of employes, new factories have been opened, not only in the city, but in the county, and the trade has been brisk. Stamp Collector James L. Trexler stated yesterday that business for the coming year will probably show a still greater advance. Yocum Bros. will operate the largest plant in the district, having completed an annex, which will enable them to almost double their output. The following were the monthly receipts for cigars and tobacco stamps for the year:

	Cigars.	Tobacco.
January,	$25,989.60	$1,946.52
Feb. 1 to 24	20,816.28	1,490.32
Feb. 24 to 28	4,145.34	259.68
March	25,809.99	1,742.04
April	31,069.62	2,144.88
May	32,696 31	1,768.00
June	31,285.83	1,726.04
July	31,419.63	1,336.62
August	28,086.75	1,110.97
September	30,997.80	1,138.53
October	35,970.75	1,326.21
November	34,958.94	1,164.37
December	33,106.77	1,238.19

The cigar store of Edwin G. Readinger was visited for the second time in six months recently by thieves. When Mr. Readinger opened the store he found everything in general disorder. The money drawer was forced open and $1.50 taken, together with about fifty cents' worth of chewing gum from a slot machine. Numerous other articles were missing.

Miss Margaret Hiedel is engaged in one of the most novel enterprises for her sex in Reading—that of manufacturing butts for chewing and smoking purposes. There are quite a few women engaged in cigar manufacturing here but this is the first young woman to venture in the cigar butt business. Miss Hiedel has styled her place of business the Hiedel Tobacco Co. She started in business about a month ago and her success thus far has been gratifying. She has already placed two new brands on the market, the Daisy Butts and the Daisy Stuff, which are meeting with great success. She has engaged the services of Matthew Nawa to look after the local trade. Miss Hiedel worked one year for Breneiser & Sons, three years for the Taylor Bro., and five years for George W. Green and has had plenty of experience.

The cigar manufacturing industry of this district was practically at a standstill this week, owing to the annual inventory being taken. A leading dealer said: "The cigar industry all over this country has enjoyed during 1901 an exceptional year in volume and satisfactory trade conditions. 1902 has been a great improvement over the previous year. From present indications 1903 promises to eclipse them all. There is a greater demand for high-class goods and, while part of this demand is due to the general prosperity of the country, it is also true that the smoker is becoming more desirous of securing better value for his money and is not so easily influenced by heavily advertised brands in which quality is sacrificed to pay for advertising. All of the factories here have enjoyed an increase and next year will increase their output."

Collector Cranston has taken the annual inventory of the Penn Cigar Company. Work has already been resumed with a full force of hands. The sales of the firm during 1902 exceeded those of the previous year fully one-third. Considerable new territory was added in the western states and during the year Keyser Fry, a member of the firm, made several trips there. The firm is getting a new label for its leading 10-cent brand the Chief Rabban and Otho. New labels have already been obtained for the Wyoming Elk and Lady Mar.

Yocum Bros.' cigar factory, which shut down for a week to take account of stock, is again in full operation. The firm held its annual conference with its leading representatives, mapping out plans for the coming year etc. George H. Yocum, the Western representative, located at Chicago, returned west on Monday. John F. McGraw, who looks after the Southern territory, with headquarters at Baltimore, has returned home, after spending two weeks here.

Max Newman, a large distributor for Reading goods at Peoria, Ill., was in this city on trade matters this week.

The Fleck Cigar Company closed its annual business on New Year's Day. This was the only day the firm had to spare, owing to the numerous orders on hand. The business for 1902, a mem-



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Heaquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

ber of the firm says, has been doubled. A number of western jobbers have taken their product and are distributing the goods in many new fields. New hands will be put to work and it is probable that additional room will be needed. The firm expects to double its output in 1903. Daniel Fleck is now arranging for several extensive Western trips.

Imports of Cigars and Leaf Tobacco

FROM HAVANA
Per steamers Seneca, Vigilancia and Mexico.

CIGARS.	cases.
Havana Tobacco Co., New York	40
Acker, Merrall & Condit, New York	38
B. Wasserman Co., New York	36
Waldorf-Astoria Segar Co., New York	23
Park & Tilford, New York	20
Estabrook & Eaton, Boston	11
M. A. Gunst & Co., San Francisco	10
S. S. Pierce Co., Boston	9
C. W. Faber, New York	9
Calixto Lopez & Co., New York	7
Duncan & Moorhead, Philadelphia	5
D. Frank & Co., Boston	4
H. Straus Cigar Co., Cincinnati	4
M. Blaskower & Co., San Francisco	3
Goldberg, Bowen & Co., San Francisco	3
D. Loughran, Washington, D C.	3
Geo. K. McGaw & Co, Baltimore	2
Best & Russell Co., Chicago	2
T. Wright & Co., St. Louis	2
Wilbur Tibbals (Inc.), St. Paul	2
Brazilian Legation, Washington, D. C.	1
Godfrey S. Mahn, Philadelphia	1
F. R. Rice Mercantile Co., St. Louis	1
Total	236
Previously imported	10,290
Imported since Jan. 1, 1902,	10,526

LEAF TOBACCO	bale.
Lozano, Selgas & Co., New York	108
A. Pazos & Co., New York	104
D. Hevia & Co., New York	97
F. Miranda & Co., New York	81
Sutter Bros., New York	56
American Cigar Co., New York	53
A. Blumlein & Co., New York	52
F. D. Grave New Haven, Conn.	50
J. B Payne, Granby, Conn.	50
Roy Fernandez Cig. Co., Duluth, Minn.	45
E. Rosenwald & Bro., New York	26
J. Leopold & Son, New York	20
M. Kemper & Sons, Baltimore	20
Sutter Bros., Chicago	20
Haaa Bros., Cincinnati	19
J. J. Ordetx, New York	17
M. Stachelberg & Co., New York	15
Loeb-Nunez Havana Co., Philadelphia	14
J. Bernheim & Son, New York	11
Kutinsky & Adler, New York	5
Calixto Lopez & Co., New York	3
L. A. Pearson, West Milton, O.	2
Total	868
Previously reported	127,431
Imported since Jan. 1, 1902	128,299

Business Changes, Fires, Etc.

California.

Los Angeles—A. R. Gray, cigar manufacturer, damaged by fire.

Connecticut.

Hartford—Charles Rosenthal, cigars and tobacco, dead.

Georgia.

Savannah—S. Levy, cigars and tobacco, removed.

Illinois.

Chicago—Mrs. Alma Shedd, cigars, sold out to R. T. McDonald.

Princeton—Daniel B. Loverin, cigars, petition in bankruptcy.

Indiana.

Indianapolis—The Connell Segar Co., wholesale cigars, incorporated. Charles Stevenson, retail cigars, canceled chattel mortgage, $200.

Kendallville—A. W. Favinger, of Ritter & Favinger, cigars, dead.

Indian Territory.

Chickasha—Cook & Cook, cigars, chattel mortgage, $400.

Michigan.

Lansing—The R. H. Marsh Co. (not inc.), cigars, chattel mortgage, $500.

Missouri.

St. Joseph—G.W. Chase & Son Mercantile Co., wholesale dealers and cigar manufacturers, burned out.

St. Louis—John Moog, cigars, dead.

New York.

Buffalo—Superior Cigar Co. (not inc.), wholesale tobacco and cigars, succeeded by firm of same name.

Geneva—C. H. MacNeil Co., cigars and tobacco, dissolved, J. F. Proudfit retires.

Ohio.

Bellefontaine—Samuel C. Richards, cigars, sold out.

Ohio City—C. O. Hartzog, cigars, sold out.

Pennsylvania.

Lebanon—Milton C. Frantz, cigar manufacturer, succeeded by D. Shand.

Pittsburg—Meyer Glass, cigar manufacturer, confessed judgment, $2,000.

Washington.

Chelan—H. Bogaske, manufacturer of cigars. succeeded by Chelan Cigar Co,

Patents of Dec. 30, Relating to Tobacco.

717,317 Tobacco stripping, booking and selecting machine, Frederick G. Baechlin, Newark, N. J.

717,434 Tobacco stemmer, John O. Morris, Richmond, assignor of three-fifths to M. Moore, Danville, Pa.

717,281 Cigarholder and ash receiver, Julius C. D. Ross, Chicago.

"Save the Bands" in Germany.

The British-American Tobacco Company is said to have made all preparations for its long contemplated invasion of Germany. It will introduce into Germany the same methods of giving valuable presents in exchange for coupons that is general in England.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler-Cork Tips. Planet-Gold Tips
Planet-Plain Tips. Planet-Cork Tips

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

RECENT LANCASTER SALES.

The Past Year a Satisfactory One to Leaf Men—Trade Notes.

Lancaster, Pa., Jan. 3, '03.—The year just closed has been a most satisfactory one to the leaf dealers and cigar manufacturers in this section, some even venture to say that it has been the banner year in their business career. Considering the enormous output of cigars and the immense quantities of raw leaf that has been used in their manufacture, in this Ninth district alone, it is very evident that the Trust has not driven any of our manufacturers or dealers out of business; on the contrary, reports come from all sections that the manufacturers have sufficient orders on hand to keep them busy running full-handed for some time to come, and they will all be doing business, "at the same old stand," in many instances with increased facilities.

The great output of cigars during the year in all sections, called for an unusual amount of raw leaf, and as the 1900 is now well used up, the manufacturers will be compelled to fall back on the 1901 crop, which is yet very largely in the packers' hands.

There is much dissatisfaction on the part of some of the packers and dealers, who have received deliveries of the 1902 crop, they having paid high prices, and the crop containing considerable pole burn and frozen tobaccos. They are anything but jubilant or elated over their purchases thus far received, and not very sanguine of the outcome.

Buying of what yet remains unsold of the crop continues, though the country roads are in bad condition for making much headway.

We give some recent sales, made in various parts of the country:

Joseph K. Shultz, large crop of seedleaf at 9½ cents through.

L. B. Longenecker, 10 acres of seedleaf, at 10 and 2 cents.

N. S. Cupp, 3 acres of seedleaf, at 9¾ and 2 cents.

Elmer E. Witmer, 2 acres of seedleaf, at 9¾ and 2 cents.

Nelson Dyson, 1½ acres of seedleaf, at 9¾ and 2 cents.

Solomon Eberly, 4 acres of seedleaf, at 8 and 2 cents.

Martin Eberly, 2 acres of seedleaf, at 8 and 2 cents.

John Landis, 6 acres of seedleaf, at 8 and 2 cents.

Benjamin Bucher, 2½ acres of seedleaf, at 8 and 2 cents.

Samuel Keller, 4 acres of seedleaf, at 8 and 2 cents.

Zachariah Forry, 2½ acres of seedleaf, at 8 and 2 cents.

Samuel Forry, 1½ acres of seedleaf, at 8 and 2 cents.

Peter O. Elser, 1 acre of seedleaf, at 8 and 2 cents.

Daniel Bingeman, 2 acres of seedleaf, at 8 and 2 cents.

C. Habbacker, 1 acre of seedleaf, at 8 and 2 cents.

Samuel Steinmetz, 2 acres of seedleaf, at 8 and 2 cents.

Eli Hess, 4 acres of seedleaf, at 8 and 2 cents.

A. Kieffer, 2 acres of seedleaf, at 9 and 3 cents.

George Roshorn, 3 acres of seedleaf, at 8 and 2 cents.

Adam Mellinger, ½-acre of seedleaf, at 8 and 2 cents.

A. N. Landis, 1½ acres of seedleaf, at 8 and 2 cents.

Wayne Boyer, 2 acres of seedleaf, at 8 and 2 cents.

Levi Nessinger, 3 acres of seedleaf, at 8¼ cents through.

Edwin Wealand, 1 acre of seedleaf, at 8 cents through.

John Binkley, 1 acre of seedleaf, at 8 cents through.

Peter O. Esler, 1 acre of seedleaf, at 8 and 2 cents.

Samuel Rutt, 1 acre of seedleaf, at 9 and 2 cents.

Adam Herneisen, ¾-acre of seedleaf, at 8½ and 2 cents.

Eli Hess, 1½ acres of seedleaf, at 9½ and 2 cents.

Samuel Bingeman, 1 acre of Havana, at 13.5 and 2 cents.

Jacob Walter, 1 acre of Havana, at 18 and 7 cents.

Adam Herneisen, 1 acre of Havana, at 12 cents through.

Levi H. Wissler, 2 acres of Havana, at 15 cents through.

The American Tobacco Company and M. M. Fry were the principal purchasers of the above seedleaf.

Andrew Garber, one of the best known farmers and tobacco packers, as he was one of the wealthiest, in Northern Lancaster County, died very suddenly and unexpectedly at 8 o'clock on Monday evening, from heart trouble, at his home, near Mountville. He had only returned home a short time before from a visit to Columbia, when he went to his bedroom, intending to retire early. Upstairs he was attacked with severe pains at the heart, so he came downstairs again, and a second attack coming on he called his wife. She assisted him to a seat in a rocking chair, where he expired in a few minutes from heart trouble.

The Inland City Cigar Box Company have rounded out their first year in business, and are more than pleased with the result. They have an abundance of orders on hand, and will only close down long enough to make general repairs and cleaning machinery.

B. F. Newswanger says he has had a marked increase in the demand for his "Senator Quay" 5c. cigar over 1901, and contemplates enlarging his capacity in the near future.

From the flattering testimonials he has received from retailers and jobbers, as to the merits of the cigar, he is convinced that it is quality and not premiums that aid in the increased sales of the "Senator Quay" cigar.

Julius Marqusee, of New York, stopped over between trains, on his return from New York State. He has removed to the capacious warehouse, 520 North Market street.

Henry Weill has removed to his warehouse on North Water street, formerly occupied by Kimmig & Gheen, the latter having taken possession of warehouse vacated by Joseph Mayer's Sons some time ago.

I. A. Rich, of M. Rosenthal &

(Continued on page 29)

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of **Leaf Tobacco**
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE · WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.


Manufacturers of
High-Grade Seed and Havana CIGARS
Lancaster, Pa.


R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.


F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.



Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf
Samples free to responsible houses
Write for prices.

PUBLICITY

Conducted by FRANK ARMSTRONG, Des Moines, Iowa.

The greatest criticism to be made of most cigar advertising is, that while the manufacturers undoubtedly wish to induce sales, their advertising is publicity, pure and simple.

Publicity is designed to familiarize the public with a certain name, trademark or brand. Publicity advertising contains practically nothing else, and gives no reasons why a certain cigar, for instance, is "absolutely pure," or "the best," or "a howling success." Advertising that is designed to sell goods goes into detail and tells why, and it seeks to drive the hard facts about that cigar into the mind of the possible customer with such force that he will call for it next time he buys a cigar.

Trade paper advertising has from the time to which the memory of man runneth not, been of the publicity sort. It has made bold, broad and surprising assertions, but has seldom backed them up by a sufficient array of facts to warrant belief. The average manufacturer and jobber has appeared to feel that he owed the trade paper publisher a living, and the ad was merely a contribution to his support.

But the more progressive houses are steadily awakening to the fact that there is no means through which the trade may be so quickly and cheaply acquainted with the merits and profits of a new brand, mechanical invention or method, as the trade paper.

The good advs. are read. The live dealers read the live announcements. They find as important news in the advertising pages as in the reading pages. The best talent in the country, writers, artists and engravers, are being employed to exploit through this medium the latest achievements in the realms of manufacture, science and invention, with the result that better advertising is being done every month than was done the month before, and each year shows great strides in the direction of making this the department of paramount importance in every business enterprise.

As a general proposition, it may be said that about the best adv. of this character may be written by talking to your stenographer as you would to a single customer if you had him before you and he had just insinuated that your goods were about the worst on the market, and when your stenographer brings you the result of your talk, writing a heading above it and signing your name at the bottom. It is mighty certain that under these conditions you will give some pretty good reasons why your cigars are the best on the market, and you will talk in a convincing, unconventional style, which you don't often accomplish by locking yourself up in the back room with a few sheets of paper and a pencil.

An adv. that shows unmistakable signs of effort having been expended, is never a good adv. An adv. that reads as if it had run from the tip of the tongue during animated conversation is nearly always good. It has snap, and ginger, and facts, which are essential to a profitable announcement.

This is one of the greatest advantages a trained writer has over a novice. He has learned to write without effort, and with ease and grace that only come from experience.

The other advantage that the advertisement writer has over the manufacturer or jobber, is that he looks at the proposition from an outside standpoint, and this advantage increases as the general public is approached, and the advertising must be made to reach and impress people without technical knowledge of the subject. It won't do to imagine that because the processes of manufacture, etc., are an open book to you, they are understood by everybody who will read your announcement. And no matter how well known you are at home or how much weight your statement regarding quality might have there, you must bear in mind the fact that hundreds of people, and possibly thousands, will read your announcements who have no other information about you or your goods, and will be influenced either favorably or unfavorably entirely by your advertising.

All these facts should make it plain that there is need of saying something definite and tangible in every adv., something which will form the basis of a good opinion of your firm and its products and bring orders and inquiries from readers as well as bills from the publisher.

This will please the publisher better, and it will be an inspiration to him to improve the quality of his publication to correspond with the improved quality of his advertising, while it may be depended upon that the advertiser will not fail to benefit by the general upward movement.

Sumatra leaf tobacco, universally used for cigar wrappers, has to be grown under cover, but it has been proven that the same product can be secured in other places by similar methods. The material used for covering is usually cheesecloth, and in order to foster the industry, Cuba has made a change in its tariff whereby cheese-cloth is to be freed of import duties. The great advantages claimed for tobacco grown under cloth are that the sun is prevented from injuring the plant by its intense rays, the plant is not swayed or the leaves broken by high winds, and insects are unable to attack it. Growing under cloth, the leaf is long, wide, unbroken, clean and clear, which is the kind of leaf essential for wrappers of good quality cigars.

In one year 6,905,749,968 cigars were consumed by the cigar smokers of the United States.

RECENT LANCASTER SALES

(Concluded from page 27)

Co., left for Connecticut to look after their holdings of that State's growth.

Imperial Cigar Company have removed to their new building, 415 to 419 North Prince street, which has just been completed.

T. Bixby, of J. Cohn & Co., New York; Mr. Myers, of Young & Newman, Philadelphia; Charles W. Potteiger, of Reading, Pa., were in town during the past week.

YORK LEAF MARKET.

A Little Quiet During Holiday Time —Enormous Revenue Receipts —Trade Notes.

York, Pa., Jan. 5.—As is usually the case during the first week of the new year, the volume of business transacted in the York leaf tobacco market was light, and very few deals of any consequence were recorded. However, the usual amount of business has been done by the packers and warehousemen. On the whole, therefore, there is no cause for dissatisfaction. The packers look forward to 1903 with great anticipation, and some of them are already predicting that the sales will be larger than during 1902, which was one of the most successful and prosperous in the history of York County.

The enormous receipts at the York office of the Ninth Pennsylvania Internal Revenue District, prove what The Tobacco World has said for weeks past concerning the cigar making business in York County. During the month of December the internal revenue receipts in this city were larger than ever before in the history of the office, and adds considerably to Uncle Sam's exchequer, and also shows that the cigar business has been lively in this section. The receipts for the month of December from the sale of beer, tobacco and cigar stamps, the principal by far being the latter, amounted to $99,933.48. This amount exceeds the receipts of the same month in 1901 of $19,034.42. The previous figures for the months of the fiscal year, already published in The Tobacco World, showed correspondingly large increases, which testify to the prosperity of the cigar business in York County during 1902. The receipts would have been still greater had manufacturers been enabled to secure additional cigarmakers to help fill orders for goods. The demand for cigars still continues. Most of the factories are again in full operation, with plenty of orders on hand. Some of the manufacturers are complaining of too much business, as they cannot get sufficient help. The La Buta Cigar Company, of this city, needs more hand and machine workers, as does other firms.

Allen Kauffman & Bro., manufacturers of cigar boxes and cigarmakers' supplies, are enlarging the capacity of their plant on York street, this city. The firm has had an unusually prosperous year during 1902, and the enlargement of the plant is made necessary by the big and increasing demand for goods. A large plot of ground, at the southeast corner of Queen and York streets, has been purchased. A large frame warehouse has already been erected. North of the warehouse, excavations are now being made for the erection of a three-story brick addition to the factory, 60x45 feet in dimensions. The new addition will be used mainly for the printing of cigar box labels. The latest electrical power machinery will be installed.

Cigar manufacturers and union cigarmakers are much interested in the present term of Quarter Sessions Court. D. B. Flinchbaugh, B. C. Smith, B. S. Young, A. A. Leber and James Adair, all prominent cigar manufacturers of Red Lion, will be tried on charges of using counterfeit union cigar labels upon their boxes. Much interest is felt as to the final disposition of the cases.

A. A. Fix, a well-known cigar manufacturer of Doylestown, is disabled with a badly sprained left ankle. While going down a stairway at his new factory, several days ago, he fell and sustained a severe sprain to his ankle.

Mr. Ralph Savage, of Winchester, Va., treasurer of the Cuba-Rica Tobacco Company, was a visitor in York several days last week. He paid his respects to a number of packers and jobbers.

The Winget Machine Company, of this city, is receiving bids from firms to build cigar machinery on contract. The Winget Company is receiving so many orders that machines will have to be built by contract to help carry the overflow. The Winget Machine Company has had a very prosperous year, notwithstanding it suffered considerable loss by fire several months ago.

L. E. Martin, foreman of the Keystone Cheroot Company, Hanover, was the recipient of two handsome Christmas gifts from the employes of the company. They consist of a handsome mantle clock and a comfortable Morris chair. The clock was presented by the male employes, and the chair by the female employes.

James Adair, a prominent cigar manufacturer of Red Lion, has disposed of his business in that place and will move to York, where he will engage in the tobacco business.

PACIFIC COAST NEWS.

Bright Outlook for Leaf Business for 1903—Trade Personals and Notes.

San Francisco, Cal., Dec. 30, 1902.—The opinion of a prominent leaf tobacco man is that the the leaf tobacco business is not what it should be on this coast. There is not enough factories to handle the supply on hand, and considering the good grade of cigars that are turned out by the local factories, it would be justifiable, he believes, if the number of them were increased to seven or eight thousand. As it is, traveling men sent out by Eastern leaf houses at great expense, secure some trade with the local factories, which pays them but little, while it greatly hurts the local dealers. It

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.


E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

FOR SALE BY ALL DEALERS
VIRGINIA


PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. **Investor—5 Cents**
Phares W. Fry, Lancaster, Pa.



Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

is the hope of the local leaf dealers that the rumors of the many factories that are to open after the first of the year will materialize to such an extent that they and their competitors from the East, if they persist in coming, may both thrive.

C. H. Schmidt, manager of the cigar department for Tillman & Bendel, wholesale grocers, on Battery street, is now home from his Eastern trip. While East he called on all of the firm's Eastern connections and made a few new contracts and some heavy purchases.

Three cars of Pennsylvania and one car of Connecticut broad leaf have arrived for Kohlberg & Co., dealers in leaf tobacco at 526 Washington street. Both of the company's traveling men have been home during the holidays.

A. S. Fass, of A. S. Fass & Bro., dealers in leaf tobacco, at 528 Washington street, left last week on a trip through the Eastern States. He will be gone at least a month. W. Fass is now making a tour of the interior of the State, and will return to this city to-day.

H. London, leaf tobacco, 540 Washington street, like the rest of the leaf tobacco dealers, has been holding back until after the first, carrying no more stock than necessary on account of the quarterly official report. This firm received word that J. Hertzbrun, a cigar manufacturer at Vallejo, Cal., has gone out of business.

G. W. Hammerly has laid off four hands at his cigar factory, No. 52, at 716 Montgomery street, on account of stock-taking. After the first of the month they will again resume work.

Mr. Conradi, of Conradi & Goldberg, leaf dealers, at 730 Montgomery, says that they received a large shipment of Little Spanish two weeks ago.

The San Francisco & Key West Cigar Company, at 310 Clay street, will make an important change after the first, which will then be announced. They are distributors for the Victor Hugo, Fair Lillian, La Rosa de Cuba, Key West Perfectos, Monogram, James Lenox, Commercial Union, Liberation and La Intimidad.

Boltz, Clymer & Co., manufacturers and wholesalers, at 217 Front street, will remove to their elegant new store, at 416 Market street, early in January, which will be the depot for the El Palencia, El Merito, El Monte and Americanos cigars. It is at this place that Charles B. Tomson will have his new retail stand. A. F. Baumgartner, with this firm, expects to make his annual trip to Honolulu shortly after the first of the year to visit David Lawrence & Co. there, who are the firm's agents. Boltz, Clymer & Co. manufacture the American Insular cigar for David Lawrence & Co., which is the biggest seller on the islands. Saturday, the opening day of the new Pacific cable, Mr. Baumgartner had five messages of greeting sent to his agents in Honolulu.

Barkley, Stetson, Preston Company, wholesale grocers in Los Angeles, Cal., have just put in a full line of Boltz, Clymer & Co.'s Jefferson clear Havana cigars.

Ed. Wolf, jobber, at 204 Front street, is able to report that all of the houses which he represents are well satisfied with the business he is getting out of this territory. Mr. Wolf will start on a trip South immediately after the holidays.

Sam Caro has just returned to the city after his honeymoon, and is planning a large campaign for the Humboldt cigar, after the first of the year.

A. Shula, proprietor of a stand on the west corner of Market and Front streets, will be forced to vacate in a few weeks. Mr. Shula regrets to lose his good location, but after a short cessation of business will look about for a new location and larger quarters.

A. Fiebush has just added to the stock at his stand, on the corner of Sansome and Market streets, a full line of the Princess Louise cigars. Of these the five-cent Tampa, a clear Havana, promises a great future, judging from the start it has made.

Michalistchke Bros. & Co. and S. Bachman & Co., wholesalers, on Market street, are busily engaged taking stock.

Lunan & Neilson have sold their cigar store at Tacoma, Wash., to Mr. Neilson, and the latter is now in charge of the place.

C. J. Berry has opened a cigar store in the Masonic building at Santa Cruz, Cal. He will also continue to manufacture cigars.

Death of Charles W. Lauterbach.

After an illness of four weeks, Charles W. Lauterbach, the Pacific Coast representative of Crumn Bros., leaf tobacco dealers, and a man well known and liked by a host of friends, died on the 22d of December. The deceased was an Elk, a member of the Seattle lodge, and was buried here under the auspices of the San Francisco Lodge, No. 3. He was 42 years of age at the time of his death, and leaves a widow, but no children. Mr. Lauterbach was formerly connected with a Baltimore firm and has many friends throughout the country. He was a man who made friends wherever he went, with competitors and customers alike, and his loss will be felt in many sections of the country.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Sales of late show lower figures than was thought possible, in view of the light stocks in the market. One might suppose there was a glut in the market, and every one forced to sell at low prices, or else assort and pack, as well as hold for the sweat and a market later. The sale of force-sweat leaf began this year fully a month earlier than ever before. The prices are generally kept perfectly secret. We know that light colored wrappers run from 80c to $1 a pound. This year the broad leaf seems to be the leading variety, and is the first sought for and commands the highest price. To go back to the growing of seed leaf would compel the changing of many tobacco curing barns, as the tiers are too close together, by from four to six inches, unless the plants should be topped lower than we used to do years ago.

Our correspondents write:

Wethersfield, Ct.: "Our farmers are quite busy stripping tobacco and report very good quality. I hear of one buyer looking around some, but have heard of no sales."

Amherst Agricultural College: "We laid 10 plots of land. Each plot was enriched by different fertilizers. The plants were all set the same day and were cared for the same. Our object was to test the quality of the leaf produced. On some of the plots a coarse, large leaf was grown of a low grade; on other plots the leaf had a dead papery look; still others, when burned, showed a dark ash. As the plots were of the same soil, the difference in the quality must have been a result of the different fertilizers used."

Hinsdale, N. H.: "I have no sales to report and no buyers in sight. I have raised tobacco for 35 years, and some of my neighbors longer, and I don't remember a more desirable crop than the present 1902 Unless sales are made soon, we shall assort our crop and trust to Providence."

Northampton: "Our tobacco is all in the bundle. The McGrath Brothers have opened their new warehouse and will employ some 25 men through the winter. I hear of no sales of the 1902. The Warner, King & Nash Company have secured an option upon about 120 acres in Northampton, near West Farms This is poor, pine plain land that was used for rye as long as it would pay for that. The suit of the Sanford Brothers, of Westfield, against the Fowlers, who refused to take the crop, was decided in favor of the Fowlers."

East Granby: "Only a few sales of tobacco have been noted. Chas W. Bates sold at 22c, 1902 crop, to American Tobacco Company; Wm A. Foster at 24c, 1901 sweat tobacco, 25 cases, to Geo. Mitchelson of St. Paul, Minn; Fred C. Dibble, 3 acres, at 31c, to American Tobacco Company. There is no stir in tobacco just now. Tobacco buyers are holding off to discourage the farmers into selling at a low price. Some have commenced to assort their crop. There is not so much pole sweat as was expected."—American Cultivator.

EDGERTON, WIS.

The new year opens with a market devoid of transactions so far as the buying movement of either new or old goods is concerned. The attention of packers is now turned towards starting warehouse handling of the new crop. New tobacco is now being received pretty generally at the packing points and next week will see warehouse handling in full swing. Six more warehouses were started Monday and next week will see most of the balance in operation in this market. There is a shortage of help so far but after the holidays and when the stripping is finished in the country it is expected the packing houses will be working full handed.

A few lots of 1902 have come in during the week:

In old leaf the market shows no new features, but a moderate trade to manufacturers continues.

Shipments, 200cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Dec.	were	958 Hhds.
Sales	" "	197 "
Shipments in	" "	1,094 "
Total stocks Jan. 1		1,538 "

Buyers' stocks, 287 hhds; Sellers stocks, 1,251 hhds.

Receipts his week, 335 hhd; offerings on the breaks, 7 hhd; sales, 7 hhds.

Owing to a cold spell of weather receipts of loose tobacco have been very small at the loose tobacco warehouses and prizing houses. The loose tobacco market continues firm to strong. Another crop will have to be made before the independent stemmers reopen their houses.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.



Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.
THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods and Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.


Epstein & Kowarsky, 351 Broadway, New York.



Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

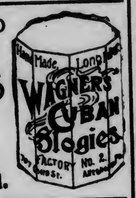


Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

A. K. MANN,
Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Brc., York, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky



STAR OF THE TRADE
ALWAYS SPARKLES

THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIII., No. 2.

PHILADELPHIA, JANUARY 14, 1903.

TWO DOLLARS PER ANNUM.
Single Copies, Six Cents.



Manufacturers,

TAKE HEED!

You can't make Good Cigars of Poor Tobacco;

You can make Fine Cigars of Good Tobacco;

BUT YOU CAN MAKE the FINEST CIGARS of the BEST TOBACCO,

And we know that you can BUY THE BEST at

ROTHSCHILD & BRO.

No. 141 Water Street, NEW YORK,

77 and 79 Jefferson Avenue, Detroit, Mich.,

Industria 144, Havana, Cuba.

THE TOBACCO WORLD

MODERN METHODS IN THE CIGAR LEAF BUSINESS

By ISIDORE M. JACOBY, of I. J. Schoener & Co.

I think the whole secret of success in the cigar leaf business at the present day may be summed up in one word—WORK. I hope the printer will aid me in making my meaning clear by setting up this word in capitals. It's the most satisfactory word in any language, particulary when one is young.

Work in the cigar leaf business means work during fifty-two weeks of every year and for nine hours of every week day. I have been engaged in the leaf business now for the past five years and I have yet to see the day when an earnest effort to get business has been without its satisfactory result.

The cigar leaf business has been a good business—one of the best businesses in the United States—for very many years, and in my opinion it is a better business to-day than it has ever been. Profits are not so large as they used to be, and the people to whom the leaf man caters, i. e., the manufacturers of cigars, are remarkably well posted on prices, on types of leaf, on yield, on prevailing fashions in colors, in short on every subject which it is their main concern to know most about. For these reasons I consider the cigar leaf business one of the straightest businesses in the world. The struggle for existence among cigar manufacturers has been of enormous educational value not only to themselves but to leaf merchants as well. There was a time when one type of leaf could masquerade successfully as another type. Thus Pennsylvania broadleaf used occasionally to be palmed off as Connecticut broadleaf, and the story of the rogue who packed Zimmer's Spanish in Cuban style and sold it for Havana tobacco is not yet forgotten in the trade. But nowadays, fortunately for all concerned, these frauds are not only impossible, but they are out of date, and your modern manufacturer knows exactly what he is getting and what he can do with it every time he makes a purchase of leaf tobacco. It is said that the $2 a pound duty imposed on Sumatra by the McKinley bill in 1900 was the first shoe which pinched the American cigar manufacturer's foot, and we all know that the second was the Weyler edict prohibiting the exportation of Vuelta Abajo and Partidos leaf in 1896. Prior to the McKinley year American cigar manufacturers used Sumatra wrappers with reckless extravagance, but face to face with a $2 duty they speedily learned how to make this expensive leaf go to the utmost possible limit in the matter of yield, and the lesson thus learned has been of never failing value to them. The triumphant way in which the American manufacturer of cigars got out of the difficulty raised by the Weyler embargo is common knowledge among all cigar smokers.

Leaf merchants have also learned much during the past dozen years, but I think the most important things they have learned are these. First, that it is a duty which they owe above all to themselves to see that their customers can make a living profit out of the leaf sold to them. The role of special providence is one which is dear to every human heart, for it makes us all feel satisfied with ourselves if we can know we are doing good to others, and if the other fellow feels he is the beneficiary so much the better. The leaf merchant of to-day studies his customers' wants with painstaking care. He knows precisely the kind of goods his customer is putting on the market and he gives him the right kind of leaf at the right prices because he knows that that is the wisest thing to do from the point of enlightened selfishness. He does not sell his customer, for instance, $3.50 Havana when he knows that he has use at best for a $2.50 Havana, nor does he in any other way seek an unfair advantage.

Secondly, the method which modern leaf merchants find most successful in winning and in holding trade is to keep as varied and complete a stock as their means will permit, and this is, I think, particularly true of the leaf merchants of New York and Philadelphia. A varied stock of good leaf obacco means, for one thing, a steady influx of buyers, and for a second an excellent advertisement, because those who are always in need of leaf are forever telling their friends where it is to be had in the largest quantities.

ISIDORE M. JACOBY

TRUE TOBACCO ROMANCES.

III.—Genius on a Sand Waste.

Edward Manrara, President of the Exchange National Bank, of Tampa, Fla., is the possessor of one of the best known names in the history of fine cigars in the United States. He is also one of the poorest sailors that ever leaned over the rail of a ship.

During the many years of the connection of his fortunes with those of the late Vicente Martinez Ybor, Mr. Manrara was known as a remarkably able financier, and all his friends must feel that at the head of a bank he is in a very congenial element. For many years in the '70's and early '80's Mr. Manrara's duties frequently sent him to and fro between Cuba and Key West, yet the sea trip, short as it was, never failed to be a torture to him and he groaned because it wasn't shorter. The skies brightened for him, however, one day in 1884 when the railroad was extended from Sanford, Fla., to the reach of sand on which now stands Tampa, thus connecting Tampa Bay on the Gulf of Mexico with Jacksonville on the north. The distance from Key West to Tampa was less than from Key West to Cedar Keys and that meant to Mr. Manrara a shortening of the hateful sea voyage. On his first brief stop at Tampa Mr. Manrara recognized the possibilities of the place for the uses which it has served since 1885.

Tampa, in 1884 was a mere sand waste. The genius of Mr. Manrara has made it, after Havana itself, the largest center for the manufacture of clear Havana cigars in the world. The eye of genius is like the eye of the common house fly—it has a thousand facets, and every one of them takes in light. The facets at the back of Mr. Manrara's eye saw the strikers, who in 1885 were making unusual trouble for the cigar manufacturers at Key West; those at the side took full account of the tumbling waves of the unfriendly sea; but those at the front saw the future.

He hurried back to Key West and gave an account of Tampa, its location and railway connections to Mr. Ybor and almost in the twinkling of an eye, for surely it must have seemed of that suddenness to the striking cigarmakers at Key West, the great Ybor-Manrara factory began packing up for a moving to Tampa. The first cigar factory built in Tampa was built by Mr. Manrara, and was a frame structure. So quickly did other manufacturers of clear Havana cigars realize the wisdom of Mr. Manrara's step that even before 1890 Tampa was already a very important center of the industry. To-day there are nearly 150 cigar factories in Tampa. The old frame factory originally built by Mr. Manrara is still standing and is now used as a school house during the day time and a hall for labor unions at other times.

Mr. Manrara has always loved the town his genius created, and when the Ybor-Manrara Co., three years ago, sold its business to the original Havana-American Co. he went there to live. The climate is delightful—and he never goes to sea.

Politest of Tradespeople.

The Tobacco World, on January 2, put to work a force of subscription canvassers in New York, Brooklyn, Philadelphia, Chicago, St. Louis, Richmond, Va., Indianapolis, New Orleans, Boston, Savannah, Ga., Memphis, Tenn., Little Rock, Ark., Galveston, Texas, Denver, Col., Salt Lake City, San Francisco and other cities. Most of these young men have no acquaintances in the trade and only the most rudimtary knowledge of the merchandise dealt in by those with whom their business brings them into contact. Nevertheless, the results in every one of the cities which have been mentioned have been and continue to be entirely satisfactory—which statement has only a secondary interest to the readers of The Tobacco World. What is of primary interest is contained in the following letter which has just been received from one of our young men:

New York, Jan. 13,

Publishers Tobacco World:

Gentlemen—I have called on several hundred retail tobacconists in this city during the past ten days and the subscriptions I have sent you show how cordially I have been received. The best of all tobacco papers at only $1 a year is a winning proposition. That's not what I want to tell you, however. What I want to say is that in my opinion the retail tobacconists of New York, are surely the politest tradespeople in the World. Everywhere I have gone I have gotten a courteous and attentive hearing, and none have been more courteous than the few who turned me down because, as they said, they were already taking in another paper, or because they had no time for any thing but their morning or afternoon daily. Those who said yes to my proposal to enroll their names on The Tobacco World's subscription lists were no more polite than those who felt compelled to say no, and those who did say no made me feel that their refusal was push as gracious as an acceptance could have been.

Long life to the exquisitely polite gentlemen behind the counters of the retail cigar dealers of the metropolis.

Yours very truly, B. V. L.

Germany is Unterrified.

Gustav Kaphun, Chairman of the Association of German Tobacco Manufacturers, says that the society considers that the reports of the ruinous competition of the American Tobacco Trust are untrue, and that therefore the association does not contemplate at this time any steps for self-protection. The trust, he said, might buy up as many factories as it choose, but that new one would spring up in Germany at any moment. Should the trust really succeed in absorbing the smaller dealers the Government would at once introduce the tobacco State monopoly. The Government has only been waiting for such a moment to overcome the opposition of the Reichstag which has existed heretofore against monopoly by the State, and the argument of which has been that monopoly tended to destroy the small dealers. In the annual report of the association it is stated that there is no room in the association for German manufacturers who aid the aims and purposes of the American trust.

A BOON TO BACHELORHOOD.

If fate bade me pick from his opulent store
Three comforts, and give me the choice of no more.
A trio of rapturous blessing,, forsooth,
A boon to gray hairs and a solace to youth;
Yoq might guess the familiar "wine, women, and song"
I'd quickly select, but in that you are wrong,
For I'd choose with a bachelor's wisdom that's ripe
A crackling wood fire, a book, and a pipe.

In a wide open grate must the blaze be to suit,
And the pipe I'd select is an old briar root
Whose amber-tipped stem is with nicotine stained,
A pipe from whose bowl much of wisdom I've drained
In the dead yester years, and the book should be such
As the Boston library thinks naughty to touch.
I would pose an exampler of comfort's true type,
With a crackling wood fire, a book, and a pipe!

ROY FARRELL GREENE,
In Munsey's.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

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LEWIS BREMER'S SONS
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and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra Tobacco
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
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122 NORTH 3rd ST.
PHILADELPHIA.
K. STRAUS
A. LOEB

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HAVANA
PHILADELPHIA

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana Y&N
211 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

THE TOBACCO WORLD

Established 1881.
PUBLISHED EVERY WEDNESDAY, BY
TOBACCO WORLD PUBLISHING CO
11 Burling Slip, New York 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, £.50. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the merchantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 13, 1903.

Oppose the Eight Hour Bill.

Among the letters which have been forwarded to the Committee on Education and Labor of the U. S. Senate protesting against the passage of the bill formulated by the American Federation of Labor, and which has already passed the House of Representatives, the following from the Miller DuBrul & Peters Mfg. Co., is one of the most interesting:

"The undeniable effect of the eight-hour law on one class of operatives would be to have it extended to all classes. If distinctions are made in a plant between classes, it creates discontent, and all must be on the same basis as far as general conditions go. From general observation it would seem that the labor unions are not pushing the short-hour system for social benefit, as they claim. The labor unions have a dictionary of their own. We take it from observation in the shipyards of New York, where eight hours is the rule and where the union is very strong, that the men will not allow the proprietors of the shipyards to work double shifts, but prefer to work on the ships twelve to fourteen hours per day, being paid double time for overtime. This practically eliminates, as far as the New York shipyards are concerned, any "social benefits" that may accrue to the men by shorter hours. The foundation idea in the labor unions is that there is an enormous mass of unemployed somewhere, though no one seems to know where this somewhere is, and they must limit production and shorten the hours of labor to take care of this mass of unemployed people. We believe that shorter hours are gradually coming, as the radical result of improved machinery. Improved machinery to-day does not particularly benefit the producer, either capitalist or laborer to any great extent. As the improvement in machinery continues, the laborer is gradually relieved from the drudgery of his work by the automatic machine; and as the hours are shortened, keeping abreast of the improvements in machinery, the laborer will derive a direct benefit. The fact is, the laborer admits it, but he tries to drive things faster than economic conditions will justify. We have not enough workmen today to do the work of the country, and we have not enough automatic machinery to take up the 20 per cent. of their productivity which would be equivalent to shortening the hours from ten to eight."

GREEN CHARTREUSE AND A MOGUL.

Epicurus smacked his lips after the first sip of the liquer and the first whiff of his cigarette, and remarked to Sybaris, who had been smoking much and drinking little all through the meal: "My boy, I fear you are smoking too much. Your fingers are getting yellow and there are black rings under your eyes that don't become you."

"Cut it short," said Sybaris rudely. "It all comes of following your philosophy. You advocate indulgence in such pleasures as genuinely appeal to one, and just now my craving for tobacco is unappeasable. I can't see that my fingers are so very yellow, and as to the rings under my eyes, maybe they come from not getting enough sleep. At any rate, I'm not getting fat and you are. Where's the waist line you used to be so proud of? Why, man, you're getting to be a mountain. You'll have to train down to your old form or lose me," and Sybaris reached over, selected another Mogul out of the diamond bedecked cigarette box lying open before him on the table, lighted it and leaning his chin upon one hand started impudently into the face of his friend.

Epicurus didn't mind; he took another sip of Chartreuse and commented upon the red green glow caused by the nearness of the cigarette to the glass.

"I may be getting fat," he said, "but at least I ain't losing my good manners. But a truce to compliments. Let's talk about the table and its pleasures. Those are, after all, the only things that interest us twb. I used to think Chartreuse crude. There seemed to be something lacking every time I tasted it. I am convinced now that was because I hadn't hit upon the right combination. I've tried cigars with this liquer but that wouldn't work because no matter how mild the cigar was it was still too heavy. Result, headache. Then I made trial of all the cigarettes I could find in the sales catalogues of the dealers. I paid no attention to price and some of those that I tried were really good, especially the London ones. But not one of them was exactly right. There was a harshness, like the tang of bad whiskey to even the best of them. In some cases the harshness was mitigated, but it was never wholly absent, and it irritated me."

"I know just what you mean," interrupted Sybaris, "your precious old palate is always troubling you."

"Not more than other people's palates trouble them," rejoined Epicurus. "But then, this matter of a mild cigarette is really a very important one, because at the rate we live to day we can't afford to put any more strain on our nerves than is absolutely necessary, and a smoke that isn't mild is the most wearing of all strains. I'm out of the woods now, though. I've found a cigarette that is really mild, that is always uniform and well made, and one that I can buy anywhere and everywhere."

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL
B. Liberman, 242 North Third Street, Philadelphia.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 2048 A.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
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FINE SUMATRAS a specialty. YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar

The Only Five Cent Cigar made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Pent's TAHOMA FIVE CENT CIGARS
PENT BROTHERS, Manufacturers, PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar 434 Race Street, Philada.



"KEEP YOUR SHOP and YOUR SHOP WILL KEEP YOU"

An old maxim, but at this season of the year quite in order. Good cigars, at right prices, will show you a profit at the end of 1903.

No Time like the Present to Order a Few.

Chief Rabban or Lady Mar
QUALITY COUNTS.
Penn Cigar Company
READING, PA.

GUMPERT'S **MANETO**
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*



B. F. ABEL, Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
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A Popular Leader for Many Years.



MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.



Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

"Dear me," commented Sybaris in his supercilious way, "what an age it takes you old chaps to tell a story and to announce what you have discovered long after all the rest of the world has been on to it! You're talking about the Mogul and the rest of us have been smoking it ever since it was on the market. You and your Chartreuse! This cigarette is as welcome to an empty stomach as to a full one. For instance, I always smoke two or three of them before breakfast, and from that on until I go to bed."

"Humph," grunted Epicurus, "I'm glad you've got sense enough to stick to a good thing when you find it."

This was the parting shot in the little interchange of words between Epicurus and his young disciple and immediately afterward they took their usual ride together in the Park.

Cloth for Tobacco Growers.

Forbes & Wallace, of Springfield, Mass., are sending out a circular letter to tobacco growers calling attention to their excellent International tobacco cloth, designed for the growers of cloth grown Sumatra and other leaf. Among other things, the firm says:

We do not recognize any claims of patent rights that may have been pending or that may have been granted on tobacco cloth, for the reason that everyone knows that re enforcement has been used on cloth to strengthen it for years.

Our mill manufactures this cloth to meet the demand for large mesh tobacco cloth, and will continue to manufacture it until the trade demands something different.

Continental's Contention Upheld.

At St. Paul, January 5th, in the case of Joseph P. Whitwell, a cigar and tobacco dealer, against the Continental Tobacco Company. Judge Lochren in the Federal Court dismissed the case on the motion of the defendant, who demurred on the ground that the complainant did not show sufficient cause for action.

The suit was brought under the Sherman anti-trust law, which gives a dealer the right to bring suit for three times the amount involved. Whitwell, who had ordered $600 worth of goods of the Continental Tobacco Company, and refused them for the reason that the goods would be delivered only on the condition that the buyer accept other goods which he had not ordered, sued the company for $1,800.

Judge Lochren held that the company had a right to impose terms and conditions under which it should dispose of its goods and that such action was not in violation of the law.

T. B. Ryall, a Leamington cigar manufacturer made a brand of cigars which he called the King Edward. Spilling Bros., of Toronto, claim an infringement of their trademark, and the case will be tried in the Exchequer Court, Toronto, Thursday, A. H. Clarke, K. C., Windsor, is counsel for the defendant.

Trade-Mark Register.

Independent Turk. 13 915.
For cigarettes. Registered Jan. 7, 1903, at 9 a m, by Leon Aron, Phila.

Boston Beauty 13 916.
For cigars. Registered Jan. 7, 1903, at 9 a m, by E. H. Neiman, Thomasville, Pa.

H & K 13 917
For cigars. Registered Jan. 7, 1903, at 9 a m, by Trader & Bartlett, Lewiston, Idaho, (by purchase from H. G. Kuntz.)

Catawba Crooks 13 918
For cigars and cheroots, registered Jan. 7, 1903, at 9 a m, by The Keystone Cheroot Co. Ltd., Hanover, Pa.

Barker's Union Special. 13 919.
For cigars. Registered Jan. 7, 1903, at 9 a m, by E. A. Bollinger Co., Ltd., McSherrystown, Pa.

Twenty-one. (21). 13 920.
For cigars. Registered Jan. 12, 1903, at 11 a m, by Prince Bros., Philadelphia, Pa.

Column 13 921.
For cigars. Registered Jan. 12, 1903, at 4 p m, by the Peerless Tobacco Co., Trenton, N. J.

Ho Do Bill. 13 922.
For cigars. Registered Jan. 12, 1903, at 4 p m, by J. F. Sechrist, Holtz, Pa.

Ho Do Bill Crook 13 923.
For cigars. Registered Jan. 12, 1903, at 4 p m, by J. F. Sechrist, Holtz, Pa.

Little Fivers. 13 924.
For cigars. Registered Jan. 12 1903, at 4 p m, by L. Aron, Philadelphia.

Santona. 13 925.
For cigars. Registered Jan. 12, 1903, at 4 p m, by Wm. Gerhart, Telford, Pa.

REJECTIONS.

Felecitas, Saragosa, 99, 66, Knights of the Royal Arch, On the Square, Fascination, La Verite.

TRANSFERS.

Philadelphia Ribbon, registered June 25, 1902, by M. Feinstein, Philadelphia, Pa., was transferred to M. Lerner, Philadelphia, Pa., January 8, 1903.

Havana Master, registered Sept. 2, 1902, by H. J. Fleischhauer, Philadelphia, Pa., was transferred to the Imperial Cigar Co., Lancaster, Pa., Jan. 9, 1903.

CORRECTION.

Capitol Smoke, registered for cigars, cheroots and stogies, January 3, 1903, by B. L. Speck, Pittsburg, Pa., should have been for D. S. Anderson.

CURRENT REGISTRATIONS.

Howitzer Place, Ohio, Pasha Torres, Cross-Ways, El Manifesto de Las Antillas, Reyigo Reina, Oriva, Chanandos, Zantha, Navaretta, San Terenzo, Ronzo, Commodore Isaac Hull, Aryan, Akbar, Ammon, Hotel Belmont, James Monroe Preston, Havana Pouch, All Syracuse, Union Triumph, Union A. A. 1, Union Power, Gen. Union, Union Tickler, Union Gentleman, Jolly Union, Union Supporters, Turkestan, Amgelets, Normal, Judge Swing, The Armitage, Moana Hotel, La Rendicion de Granada, El Jefe, Pavenco, Saidi, Tenex, La Orchidosa, Boss Bair, Claimer, Fob, South Park Bouquet, Union Park Bouquet, The Pit, Long End, Buffet, X Shorts, Tulio, Mex-American, Manyana, The Mighty West, Mrs. Dooley, Black Poodles, Auburn Beauty, La Ferenda, La Relevo, Jaroslay Kocianm Jerena, Wranglers, Star Coin, Vista Orada, Republica Emblematica, Arizola, Club, Photoco, Maloney's Pilgrim, Black Duck, Vistas, Miss White, Lady Alice, Miss Liberty Glories, Virginius Rufus.

ESTABLISHED 1844

H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & Co.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110 HAVANA.
NEW YORK OFFICE: 168 Water St.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA



THE MEDICINE MAN.

The Capitalization of the Great Tobacco Corporations.

Brooklyn, N. Y., Jan. 10, 1903.

Dear Medicine Man:

According to the Brooklyn Eagle Almanac the capitalization of the various tobacco corporations having their headquarters at 111 Ftfth Avenue, New York, is as follows:

American Cigar Co.	$ 10,000,000
American Snuff Co.	25,000,000
American Tobacco Co.	70,000,000
" (bond issue)	5,000,000
Continental Tobacco Co.	100,000,000
Consolidated Tobacco Co.	30,000,000
" (bond issue)	157,844,000
Havana Commercial Co.	20,000,000
Total,	$417,844,000

Is this correct, and if it is not correct in what is it wrong? Please also state how the total capitalization of the great tobacco companies compares with the capitalization of the other great industrial corporation of the United States.

BROOKLYN SUBSCRIBER.

ANSWER.

The Eagle Almanac's figures are incorrect because of incompleteness of statement. The Eagle's figures of the capitalization of the American Cigar Co., the American Snuff Co. the American Tobacco Co. and the Continental Tobacco Co. are correct, but since January 1, 1903, the capitalization of the Consolidated Tobacco Co. has been $40,000,000, instead of $30,000,000; the American Cigar Co. has a bond issue of $20,000,000, and last fall the Havana Tobacco Co., capitalized at $35,000,000, took the place of the Havana Commercial Co. Thus the total capitalization of the corporations here correctly named is $442,844,000, instead of 417,844,000. But in addition to the list given above the following named corporations, all having their headquarters at 111 Fifth Avenue, New York, and all allied with the parent American Tobacco Co., are to be taken into account: The Havana-American Co., $10,000,000, The Florodora Tag Co., The Health Tobacco Co., The Manhattan Briar Pipe Co., the International Cigar and Machinery Mfg. Co. $10,000,000, the P. Lorillard Co., $5,000,000, the McAndrews & Forbes Co., $5,000,000; the Blackwell's Durham Tobacco Co. $5,000,000, S. Anargyros, $1,500,000, the Monopol Tobacco Works, $1,000,000 and a variety of other corporations whose names and scope are known to but few persons even at 111 Fifth Avenue. In making this last statement I am not trying to be flippant, I am stating a sober fact.

In addition to all the foregoing there are in the hogshead leaf section of the United States a number of corporations which are affiliated with those having their domicile at 111 Fifth avenue. Such are The Kentucky Tobacco Product Co., $1,000,000, the Mengel Box Co. $5,000,000, the Harry Weissinger Tobacco Co., $3,000,000, the R. J. Reynolds Tobacco Co. $5,000,000, the Luhrman & Wilbern Co., $1,000,000, Spaulding & Merrick, $500,000, so that the total capitalization of the companies here referred to cannot be far from $480,000,000, if it does not, in fact, exceed that marvelous aggregate.

In Cuba, in addition to the Havana Tobacco Co., are the Henry Clay and Bock & Co., a semi-independent corporation with a capital of $10,000,000, the H. de Cabanas y Carvajal Corporation, with a capital, I think, of $2,000,000, and the recently acquired J. S. Murias & Co., corporation, also with a capital of $1,000,000, I think. The Havana Tobacco Co. is also the owner of some of the most valuable tobacco plantations in the island of Cuba, which are to be developed by the Cuban Land and Leaf Improvement Co., a corporation not yet fully organized.

In Japan is the $10,000,000 Murai Bros. & Co., corporation of Tokio; in Great Britain, the $30,000,000 British-American Tobacco Co., in Australia, the American Tobacco Co. of Australasia, capitalized at $1,250,000; in Canada the American Tobacco Co. of Canada, capitalized, I think, at $5,000,000, and in Germany the George Jasmatzi corporation of Dresden, the capitalization of which I know nothing about.

The list which I have just given is, I believe, the most complete of its kind that has ever appeared in print, and yet I am conscious that it is not as full as I could desire.

The total capitalization of all the companies which in one way or another have Mr. James B. Duke for their head is larger than that of any other corporation save one, the U. S. Steel Co., which has a total capitalization, bond issues included, of $1,360,914,956. The Amalgamated Copper Co. has a capitalization of $153,888,000; the American Sugar Refining Co. is capitalized at $90,000,000; the American Telephone and Telegraph Co. at $174,883,500; the International Harvester Co. at $120,000,000; the Northern Securities Co., at $350,000,000 and the Standard Oil Co. at $97,500,000.

***

Japan's Tobacco Monopoly a Failure.

San Francisco, Jan. 2, 1903.

Dear Medicine Man:

Can you tell me what has been the result, financially, to the Japanese government of the establishment of a state monopoly in tobacco in that country in 1898? One of my frieuds insists that the scheme has been a success, another insists it has been a failure. Which is right.

EXPORTER.

ANSWER.

The Japanese tobacco monopoly has not, so far, been a success. In a recent report to his government, Mr. Hall, British Consul at Kobe, goes into the matter very fully. He says: "The promoters of the monopoly thought that, apart from the increase of revenue, it would improve the growth and enlarge the export; but in these respects also it has been disappointing. There are no large tobacco planters in Japan. Numerous small farmers raise each a small quantity, hence, in order to prevent offences against the monopoly laws, a small army of officials is required, yet illicit dealings and smuggling are by no means uncommon. In the second year of its worktng the Monopoly Department reported the detection of over 7,000 cases. The number of undetected cases may be imagined. So far from helping to increase the export in the leaf the monopoly has killed it. Prior to the establishment of the system the stock of Japanese leaf in the United Kingdom—the only country to which it was exported—was usually about 15,000 cases, now it is nearly nil.

"The working of the system is as follows: First of all intending growers must apply for permission to the Monopoly Department, stating the area they propose to cultivate. When grown all the tobacco must be brought to the monopoly office on or before March 31 of the following year. The price to be paid to the growers is fixed beforenand. It is arrived at by dividing the crop into grades. In the year 1900 there were 18 grades—each of these again was divided into first, second and third quality. Then again, in each quality the leaf was separated into four sorts, viz., top leaves, upper middle leaves lower middle leaves and ground leaves, thus making 216 grades and prices. On being brought to the local office of the monopoly the tobacco is inspected, graded and paid for. It is then distributed to other places, each bale being marked by a little wooden ticket, giving its grade and weight and also a number.

"The leaf thus packed is sold by the kwamme (about 8¼ lbs.), on its original weight. The monopoly's profit was originally fixed at cent per cent., but has now been increased to 150 per cent. Among the causes that have militated and will most likely continue to militate against this experiment may be mentioned the following—The grower's chief object is to get his tobacco off his hands as soon as he possibly can, thus throwing any risk of deterioration on to the monopoly; and the earlier it is taken the better for him, as the moisture contained in it means more money to him. And now that he has a sure market he does not take the same care as formerly; and thus the tobacco not seldom goes into the monopoly's warehouses in a half-cured state, and owing to scarcity of competent experts it sometimes spoils and becomes worthless. It is believed that there are considerable quantities of tobacco held by the monopoly in this state.

"To these drawbacks must be added deterioration of the culture. An 'ad valorem' profit of 150 per cent. is gradually but surely forcing the finer kinds of tobacco out of cultivation, because every rise in the percentage of profit causes the manufacturers to use a lower grade; thus the standard of tobacco used is lowered without the revenue being benefited. Again, while the profit is collected an original weights, there is always a considerable shrinkage by drying, ranging from 12 to 25 per cent., hence the manufacturer has to pay 150 per cent. on tobacco which does not exist, and though the precautions against smuggling are largely ineffectual the expenses of working the system are wastefully high. Finally, the import of foreign leaf, which is also in the hands of the monopoly, has been very small, the profit being the same as on the native leaf, 150 per cent."

***

Our Present Sunday Properly Thursday.

I rejoice to be able to reprint the following story from the December number of London Tobacco because it proves that English tobacconists are quite as ingenious and resourceful as their brothers in this country: "On October 28, Mr. Scammell, tobacconist at Dartmouth, was summoned for the thirteenth time before the local Bench for Sunday trading. It was proved that on Sunday, October 19, the defendant sold tobacco, and that he had previously notified the police that he intended to open during the same hours as the public houses. The defendant conducted his own case with considerable skill. Addressing the Bench, he pointed out that the summons specified 'ordinary work, labor, or business.' His business was that of a hairdresser, he was a cordwainer by trade, and also carried on a boot and shoe business. Those, his 'ordinary' businesses, were closed on Sundays. The tobacconist's shop was not his ordinary business but was a 'side-line.' He was no more a tobacconist following his ordinary business than was a chemist who sold cigars on Sundays. There were several of the latter in the town, and no attempt was made to interfere with them. Again, on this particular occasion for which he was summoned he opened and closed at the same hours as the licensed victuallers. The licensed victualler had a license for selling drink, but that did not include tobacco, and for the purpose of selling tobacco he had a separate license precisely the same as his (defendant's) license. It cost him exactly the same, and had to be taken out the same way, while it was worded exactly the same as his was worded. There were 26 licensed victuallers in the town who were, for the tobacco license, on the same footing as he in every way. It could not be argued that they had to pay a heavy license and that therefore they must open on Sundays to enable them to pay for it, for their license for the house itself was a very different thing. He asked for justice in this matter. Was it right that in trade one man should be handicapped against another, and compelled to close his shop while his next door neighbor could keep open and take away his tobacco trade? He could steal his business on a Sunday and he must not say anything. Was that right or just? On the question of 'work of necessity,' he instanced the case of large coal merchants who coaled steame s in Dartmouth on Sundays as no more a work of necessity than the sale of tobacco. The only necessity was the financial interests of shipowners.—The

THE C.T.C.

Now Ready for Sale

In Desired Quantities

The 1902 Shade-Grown Connecticut

of the

Connecticut Tobacco Corporation

of

TARIFFVILLE, CONN.

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J. H. Lane, Vice President.
~~Ariel Mitchelson,~~ Secretary and Treasurer.
Marcus L. Floyd, General Manager.

EXCLUSIVELY WRAPPER LEAF

This Crop, on account of its Fine Quality and Excellent Burn, may be considered

The Acme of Perfection

in

Connecticut Shade-Grown Sumatra

For Samples and Particulars, apply to

E. Rosenwald & Bro.
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Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati

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Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

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Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
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Vuelta Abajo Cigars.
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Federico Bauriedel & Co.
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Almacenistas de Tabaco en Rama
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JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

Mayor: The Bench convict you, and fine you 5s. and costs.—Defendant: May I ask you whether you will now take a cheque for the quarter, to save me the trouble of coming here every week in this way?—The Mayor: That is out of all reason. The Bench must decide such cases as are brought before them, Mr. Scammell, and no other. They cannot possibly do it.—As he paid the money defendant was understood to say that he should have to start a club or something of that kind.

The following week Mr. Scammell was again fined 5s. and costs for a similar offence, notwithstanding another novel point which he offered for the consideration of the Bench. He said that when the Act of Charles II., under which these proceedings were taken, was passed the calendar was different from what it is now. Ten days had been taken off it. Therefore, what was Sunday then was Thursday now, and he urged that the police had summoned him for the wrong day.—A fund has been started for paying the fines, and Sergeant Young, as secretary of the committee, paid the money, amounting to 14s.

At Dartmouth, on November 11, Mr. Scammell was again fined for Sunday trading.—The newly-elected Mayor (Mr. Medway) said he was personally against Sunday trading, but he could not agree that an Act passed in quite a different social atmosphere from the present should now be put into force. If put into force at all it should be directed not against one trader in particular, but against all who broke it. So far as he was aware defendant was the only tradesman proceeded against in the whole of Devon, and why he should be singled out passed his comprehension. As the defendant had agreed to open his shop only at certain hours on a Sunday when other licenses of tobacco opened it seemed to him that justice would have been met by a dismissal of the information.—On November 18th Mr. Scammel was again summoned (for the fifteenth consecutive week) and the magistrates being equally divided the case was dismissed.

THE MEDICINE MAN.

New York Kicks at the Kicker.

Bureau of The Tobacco World,
11 Burling Slip.

New York, Jan. 13, 1903.

The new year has opened brightly for the leaf merchants and the cigar manufacturers of New York. The December output of cigars in the two metropolitan districts was by 5,000,000 larger than the output in December, 1902, and January promises to turn out an equally good month. This condition among manufacturers naturally redounds to the benefit of the leaf merchants, and many of these say confidently that 1903 is going to turn out in all respects a most prosperous year.

Leaf merchants say they would be completely happy at the beginning of 1903 but for one thing—the kicking nuisance. They are perfectly willing to let people have as many samples and sample bales as they want; they are willing to give long credits; but, with one voice, they demur to the drafts made upon their patience and their bank accounts by kickers. One New York leaf merchant says that one of his Western customers made a good year's income in 1902 out of the allowances he forced the New Yorker to make on claims for "damages," etc. The aggrieved New Yorker says he was forced to make the allowances demanded by the Westerner because otherwise the Western man would have taken his trade to some other house, which would have made no difficulty about a little thing like that. He says it is because competition is so keen in New York that the chronic kickers are able to feather their nests so satisfactorily to themselves.

* *

A. Cohn, head of the great leaf house of A. Cohn & Co., celebrated his twenty-fifth wedding anniversary on January 9. Simon Pretzfeld, also a well-known New York leaf merchant, celebrated his silver wedding anniversary on the same day. There is no family relationship between these two gentlemen; it just happened that each got married on January 9, 1878.

* *

Adolfo Moeller & Co. on January 1 secured the services of Charles P. Bidwell as their representative for New York State and the East. Mr. Bidwell is one of the best-known and most popular leaf salesmen traveling out of New York city, and none speak of him in higher terms of praise than those with whom he has been associated in the past.

Siegfried Friedlander has returned from a brief visit to Adolfo Moeller & Co.'s headquarters, in Havana. He had a characteristically cordial welcome from Don Adolfo, and is prepared to show to his trade as fine a stock of Havana leaf as ever was grown in Cuba.

* *

Levi, Blumenstiel & Co. and the American West Indies Trading Company expect to be installed at No. 147 Water street before the end of the current month.

* *

The office and selling staff of the Surbrug Company gave a dinner and a silver loving cup to John W. Surbrug, their chief, on the evening of January 5. The dinner took place at Monquin's uptown restaurant, and was a most enjoyable function.

* *

W. W. Moss, representative at

New York of the R. A. Patterson Tobacco Company, has removed his offices to No. 1 Madison avenue. The trade in Greater New York will be catered to by J. R. Moss. Following is a list of the Patterson Company's brands of smoking tobacco: Lucky Strike cut plug in 1 2-3, 3 1-3, 8 and 16 oz. tins and 1 2-3 oz. pouches; Honest Labor cut plug in 2½ oz. tins and pouches; Success cut plug in 1 2-3 oz. paper boxes; H-O cut plug in 1 2-3 oz. tinfoil, 3 1-3 oz. pouches and 8 and 16 oz. tins; Amorosa Mixture in 2½ and 8 oz. tins; Grape (long cut) in 1 2-3 oz. tinfoil; Newport (granulated) in 1 oz. cloth bags; Bird (granulated) in 1 2-3 oz. cloth bags, and Old Dominion (granulated) in 16 oz. cloth bags. In plug tobaccos their list includes Lucky Strike, smoking plug and natural leaf; Patterson's Natural Leaf, Model, Mozart, Shell Road, Big Buck, Empress, Grape, Union Navy and Golden Apple Twist.

* *

Sol Hamburger, of Hamburger Bros. & Co., leaves on the steamer Havana on January 15, on a leaf buying trip in Cuba. This is the fourth time within twelve months that business has taken Mr. Hamburger to Havana and is an excellent proof that his selections of leaf give satisfaction to his firm's trade.

* *

If anything could prove that the rebel retailers of New York city are in deadly earnest in the fight they are making upon the Trust the large attendance at the meeting in Maennerchor Hall, on East Fifty-sixth street, on the evening of January 9, and the enthusiasm which pervaded the gathering, would prove it. When this movement originated there were many who predicted that it would collapse, and that before many weeks the gatherings would become less and less frequent, with only a corporal's guard in attendance, just as used to be the case with the old association that was wont to meet in the same hall, spend its time in the reading of the roll-call and the minutes of the previous meeting and then adjourn to some near-by restaurant for refreshments. But the present association, of which Sidney J. Freeman is the head, and in which Robert E. Lane is so commendably active, is animated by a totally different spirit. The members are of one opinion—that the struggle in which they are at present engaged is one that merits the best endeavors of each one of them. The body of the members has implicit confidence in its leaders, and Mr. Freeman and his aids have shown that they more than justify that confidence.

The weather on the evening of January 9 was bitterly cold, and many of those who went to Maennerchor Hall had done a long day's work in their stores, and were fitter for their beds than for a trip in the night air. Nevertheless, they came, and the proceedings of the night showed that they mean to stick by one another until the fight is won. A communication that proposed national legislation was received with hearty applause, and was put in the form of a resolution to be sent to President Roosevelt and the Attorney General after it has been submitted to the attorney for the organization.

The resolution is to the effect that the last paragraph of Section 10 of the Internal Revenue act of July 24, 1897, be re-enacted, with an amendment. The paragraph reads:

"None of the packages of smoking tobacco and fine-cut chewing tobacco and cigarettes prescribed by law shall be permitted to have packed in or attached to, or connected with them, any article or thing whatsoever other than the manufacturers' wrappers and labels, the internal revenue stamp and the tobacco or cigarettes, respectively, put up therein, for which tax is required to be paid under the Internal Revenue laws; nor shall there be affixed to or branded, stamped, marked, written or printed upon such packages or their contents any promise or offer of, or any order, or certificate for, any gift, prize, premium, payment or reward."

The amendment to be asked for is that after the word cigarettes the words "cigars, plug tobacco and snuff" be added, with further provision for adequate penalties.

A communication from the national headquarters of the retailers in Chicago urged independent employers to make it manifest to their men that if they patronize the Trust they are jeopardizing their own livelihood. It was declared that the agitation in Chicago and other cities has materially decreased the output of the Trust.

It was announced that application had been made for the incorporation of the association under the laws of New York. A committee of three was appointed to attend the meeting of the national body in Chicago to see if the New York body could work in harmony with the bodies of other cities.

Robert E. Lane, of the Executive Committee, said that he had asked General Burnett, United States District Attorney, whether the sending of coupons through the mails was not in opposition to the Anti-Lottery laws, and that the reply was that it was, but the District Attorney's office had done nothing about it. H. Silverstone, T. H. Donegan and B. Frumke were appointed a committee to visit General Burnett and ask why the Trust could disobey the laws. They will also bring the question up before the Post Office authorities.

The officers elected are: Sidney J. Freeman, president; William St. John, vice president; Julius Blankenstein, treasurer; Julius Kamsler, secretary, and W. G. Cresswell, financial secretary.

* *

A few words as to General Burnett, to whom Mr. Lane has appealed: General Burnett may be described without malice as the do-nothing District Attorney. He is one of those political office-holders whose motto appears to be "Come

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Importers of
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Almacenes de San Ambrosio, Havana, Cuba

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Manufacturers of the Celebrated Brands,
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SOL and **LUIS MARX**
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Leaf Tobacco Merchants
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Importers of Sumatra Tobacco
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Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
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Hinsdale Smith & Co.
Importers of Sumatra & Havana,
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125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

day, go day, God send pay day," and his assistants, Baldwin and Wise, are very much more expert at bluffing newspaper reporters than they are at winning cases. General Burnett blows hot and cold. The other day he let off a notorious box-stuffer with a fine and nominal imprisonment because he didn't want it to be thought that other people were "running" the District Attorney's office, by which he is thought to have meant the Tobacco Trust, certain representatives of which had shown a creditable disposition to aid in the prosecution of the box-stuffer, and now General Burnett tells Mr. Lane that, although the sending of coupons through the mails is against the Anti-Lottery laws, the District Attorney's office has done nothing about it.

* *

An enthusiastic meeting of the anti-trust retailers of the Borough of Brooklyn was held in that city on the evening of Jan. 6. The movement in Brooklyn is led by Mr. Archner and Mr. Schwager, each a very influential member of the trade.

* *

Charles L. Feinberg, of Natural Aroma fame, who was confined to his home by an attack of illness from Dec. 3 to Jan. 3, has entirely recovered and is once more attending to business.

* *

The Max Schatz Co. has removed its factory and offices from 427 East 76th street to 327 East 63d street. Max Schatz has been elected President and Jacob T. Mayer, Vice-President of the Corporation.

CUBAN PLANTS DESTROYED.

Millions of Tobacco Plants Ruined by Inundations—Sales—Personals and Other Trade Notes.

Havana, January, 3, 1903—The final days of the old year, and with the holidays intervening in the new one, have made the transactions in the Havana market for the week ending January 3 smaller than heretofore; besides, the absence of any buyers from the United States was one of the factors in restricting sales more or less. Notwithstanding these unfavorable circumstances the total amount of sales sums up 3400 bales of all classes and growths. The uncertainty of the coming reciprocity treaty is another important factor in delaying operations upon a grander scale, as the buyer in the north naturally wishes to know whether and when the reduction of 20 per cent. upon Cuban tobacco will take place, and, therefore, he hesitates to lay in more stock than is needful for the hand-to-mouth policy carried on by him for some time past. Uncertainties in the tariff rates always exert an evil influence upon business, and particularly when there is a prospect on foot to reduce the duty by 20 per cent., as in this case. Many houses that had orders for the shipment of goods received cable instructions to suspend the shipping until the reciprocity treaty should be definitely acted upon, one way or the other. Although it has been stated unofficially that all goods in bond would only pay the existing rate of duty upon the time of its withdrawal from the Custom House, still, having in mind some peculiar decisions of the Treasury officials at Washington upon the construction of the law, as enacted by Congress, there is a lingering doubt, and the prudent importer wishes to run no risk and cause himself no unnecessary expense that might be avoided. The Government in no case could reap any benefit, even if it should demand the old duty upon all goods in bond after the passing of the reciprocity treaty, as the importer still retains the right to export all his stock to Cuba, and then to reimport it, under the new law; but such a procedure would cause an expense of freight to and from Cuba, besides minor charges for cartage, marine insurance, Custom House charges for entry and clearance documents, besides the loss of time in transit of the goods.

J. B. Cobb, the president of the Havana Tobacco Company, of New York, has arrived in Havana. His object in coming here is said to be to come to an understanding with Don Gustavo Bock in regard to the fusion of the American and English factories under one harmonious management.

Departures consist only of Mr. S. H. Friedlander, of A. Moeller & Co., of New York, who returns to his home with a fresh stock of goods suitable for that market.

Crop advices for 1903 from the Vuelta Arriba speak of heavy damages by inundations in all the lowlands, and that 10,000,000 plants have been utterly destroyed by the three-days' rain storm which raged with hurricane force. This is a heavy blow to the unfortunate planters, for even if they replant a small part, the chances are much against them, as the season is somewhat advanced, and, besides, seedlings might no longer be obtainable. The Partido section is the most favored one this year, while the Vuelta Abajo is mixed as to reports of the growing crop; a few localities may raise a fair quantity, while in others there is loud complaint as to the yield and the harm done by worms, poor seedlings, etc.

Havana
SEED
Sumatra

EVERYTHING
in
Leaf
Tobacco

SUTTER'S DOUBLE EAGLE

Sutter Bros.
INCORPORATED.

SUTTER'S 5 STAR

New York
Chicago
St. Louis
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Largest Assortment of Plain and Fancy Ribbons.
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Clear Havana Cigars
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No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
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NEW YORK.
HAVANA, CUBA

Jorge P. Castaneda & Co. say that all their farms in the famous Tumbadero district, viz., El Catalan, El Curro, La Granada, La Corina, El Coral, La Purisma, Irola and El Recurso, have splendid crops growing, which they expect to cut the latter half of this month. As these farms are all more or less covered by the royal palm, which gives enough shade to the tobacco plants, there is less need to try the artificial cheesecloth coverings, although this firm has made a trial also upon one of their farms by setting out 500,000 plants under cheesecloth coverings. Their Vega La Casualidad, near Tairones, in Vuelta Abajo, also promises to give good results this year, as far as can be judged now.

La Serafina, the farm of Jose Menendez, in Caimito, is also making a good showing, and there is promise of even a larger crop than was harvested last year.

DOINGS OF HAVANA HOUSES DURING WEEK ENDED JAN. 3.

Loeb, Nunez Havana Co. sold 100 bales of Remedios and purchased 2000 bales more in the country, besides the 3000 bales previously reported.

Sobrins de Antero Gonzalez are said to have bought 1000 bales more of Remedios tobacco for the Spanish regie, although they have not registered them all.

Jose P. Rocha sold 400 bales of Remedios to the United States.

Suarez Hns. disposed of 550 bales of Vuelta Abajo factory vegas to Havana cigar manufacturers.

Miguel Perez closed out several vegas, amounting to 500 bales of Remedios, partly for Spain and partly for Germany.

H. Upmann & Co. were buyers to the extent of 250 bales of choice Vuelta Abajo tobacco, besides shipping 600,000 cigars by the Morro Castle.

Ramon Arguelles sold 400 bales of Vuelta Abajo.

A. M. Calzada & Co. shipped 100 bales of Vuelta Abajo and 150 bales of Remedios to northern friends.

Rodriguez Bautista Saura & Co. were sellers of 200 bales of Vuelta Abajo and Remedios.

V. Diaz & Co. disposed of 200 bales of Remedios.

Bruno Diaz & Co. closed 100 bales of Vuelta Abajo and 75 bales of Partido.

Elorriago & Co. found no trouble in selling 200 bales of fine factory vegas of Vuelta Abajo to one of the local manufacturers.

J. Puente & Co. sold 150 bales of Remedios to a buyer for the United States market.

Jose Menendez turned over 100 bales of Remedios and Partido to the Spanish regie buyers.

Receipt of tobacco from the country for week ending December 31, 1902:

	Bales.
Vuelta Abajo	934
Semi-Vuelta	29
Partido	8
Remedios	5,668
Total	6,639

Since January 1, 1902:

	Bales.
Vuelta Abajo	176,955
Semi-Vuelta	13,297
Partido	58,960
Remedios	145,552
Total	394,764

Cafe Noir Business Absorbed.

The business of Mihran Ateshian, maker of the Cafe Noir and the Imp Egyptian cigarettes, at Boston, Mass., has been acquired by the International Tobacco Company. According to a letter recently sent out by the Security Company of America, this company is offering the capital stock of the company to former patrons of M. Ateshian on the basis of one share of common stock to each five shares of preferred stock at the par value of $10 per share of preferred stock. The authorized capital of the new company is $300,000, divided into $100,000 of 8 per cent. cumulative preferred stock and $200,000 of common stock. The letter of the Security Company of America also states that the preferred stock has been underwritten at par.

Frank P. Lewis, of Peoria, Ill., purchased $48,000 of leaf and filler tobacco December 21 for use in manufacturing his Single Binder brand of cigars.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

Offer to Pennsylvania Union Factory.

Salesman, well-acquainted with trade, who owns very valuable brand—with box trimmings to match—for cigars, desires to negotiate with Pennsylvania Union cigar factory for manufacture of 1,000,000 cigars per month. Only manufacturers giving discount need reply. Sales made on commission basis with fair royalty for patents. In answering state full particulars as to goods, capacity, etc. Address PROMINENT, Box 69, care of The Tobacco World. 1-14-2t

WANTED—CHICAGO BROKER wants a reliable line of union label cigars cheap and medium grades, has a large trade with best firms. Address PURITANO, Box 71, care Tobacco World.

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

QUAKER CITY HAPPENINGS

In the Tobacco Line—Business Changes—Personals and Other Live Items.

GOOD PAST AND FUTURE.

Bege Bros., the Main street, Manayunk, cigar manufacturers and jobbers, report having had an excellent 1902 trade and they succeeded in largely extending the sales of their leading 5c brand the Rhynette. The future, too, is promising for the firm, particularly in the jobbing and manufacturing lines.

WILL MOVE "DOWN TOWN."

D. Pareira & Co., of 1034 Columbia avenue, will remove to 146 N. Third street on or about January 15th, and intend to open with a full line of Havana, Sumatra and seed tobacco, which they will sell at wholesale and retail.

OBITUARY.

Edward K. Felmey, well known as a cigar manufacturer in years past, died at his late residence, 1234 N. Front street, January 6, aged 74. Four daughters survive him.

Frederick Stein, who was engaged in cigar manufacturing for years, died January 5 at his late home 440 Diamond street, aged 68. Deceased was a native of Germany and came to this country when a youth. He is survived by two sons.

CHANCE MACHINES MUST GO.

Illegal slot machines must go. So say the police authorities and as a consequence many of the Quaker city retailers will be out of pocket. Legal slot vending machines will not be interfered with and that is a comfort to many dealers, but "the other kind," the "chance" machines will have to go. Law and Order Gibboney and his agents recently seized 400 of the alleged illegal slot devices and they will be destroyed. No prosecutions will be make if the persons who used them will not do so again. The machines are said to have earned their owners from $15 to $40 per month.

ON A WESTERN TRIP.

John H. Boltz, the Fifteenth street and Allegheny avenue cigar manufacturer, is in the West, looking after trade interests. He will be gone three or four weeks.

IMPROVES HIS STAND.

Frank A. Leahy's store at Eighth and Sansom streets, has been renovated as well as altered and presents a far more attractive appearance. Frank is of that class of dealers who believe in being up-to-date and in the front ranks.

THE RETAILERS' ASSOCIATION.

Officers of the Philadelphia Retail Cigar Dealers' Protective Association, say a decided interest is being manifested in the associations' affairs and the membership is growing rapidly. There is a great deal of work before the association and many perplexing economic problems to be discussed.

AN IMPORTANT ARREST.

United States internal revenue officers seized 10,000 illegal cigar Tuesday morning, shipped as groceries from New York city to Dominio Paraziale of 1209 Kimball street, Philadelphia. Paraziale, when he applied at the dock for the goods was arrested. The cigar boxes had no revenue stamps upon them, and it is said Paraziale has sold unstamped goods of a similar character for some time past, especially in the southern part of Philadelphia. He has been held in $500 bail for a hearing and efforts will be made to locate his supposed accomplices.

MOSTLY PERSONAL.

I. Van Baalen, representative of the Roycroft Segar Shop of New York, was a recent visitor to Philadelphia patrons.

J. A. Rigby, of Mansfield, O., attended the annual meeting of the Theobald & Oppenheimer Company, held last Monday.

Jacob Labe is touring the West for his firm.

Milton Herold of the Loeb-Nunez Havana Company, left for another trip to Havana last Saturday and will be gone several weeks.

Walter Lazar, who has been for several years with Sutter Bros. of New York, is again located in Philadelphia his native city. He will represent the large New York house of A. Cohn & Co.

Charles Hipple made a business trip up the State this week and did a satisfactory amount of business.

Ben Grabosky has been admitted into the firm of the Empire Leaf Tobacco Co.

PHILADELPHIA LEAF MARKET.

The leaf market during the past week has been a fairly active one, the noticeable demand being for Pennsylvania broadleaf B's. All lots offered at fair prices were quickly picked up. Prices on Sumatra and Havana remained firm and quite a number of bales of each were sold.

Patents of Jan. 6, Relating to Tobacco.

718,048 Match machine, Wm. E. Cook, Ogdensburg, N. Y.

717,556 Pocket cigar shield, Harvey F. Drake, Rochester, N. Y.

717,983 Match box, Joseph H. Fulton, West Lebanon, Pa.

717,674 Tobacco pouch, Edward Hafer, Cincinnati, Ohio.

717,717 Snuff or tobacco box, Frank M. Rowe, Rockford, Ill.

SANCHEZ & HAYA
Manufacturers of


The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.


Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET,
NEW YORK.
CABLE ADDRESS "TACHUELA"

E. A. CÁLVES & CO. ◇ HAVANA

IMPORTERS OF

123 N. THIRD ST. PHILADELPHIA

L. P. Kimmig & Co.

IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF

Tobaccos

153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.

WE HAVE NOT

ADVANCED OUR PRICES,

But will be compelled to do so January 1, 1903. Now is the time to order a stock of

Cigar Mfg. Supplies

That will last you for some time to come.

Remember we make only the Highest Grade of Goods in our line.

Send In Your Order at Once.

The Sternberg Mfg. Co.

1702-12 West Locust Street,

DAVENPORT, IA., U. S. A.

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon, Maker, Moundsville, W. Va.

Jobbers, Write for Samples.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

JAMES PRANGLEY, Jr.,

First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.

27 E. Orange St., Lancaster, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

W. H. RAAB & SONS

MANUFACTURERS OF

LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871.

High Grade Cigars.

25 THOUSAND PER DAY.

DALLASTOWN, PA.



BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

Barnesville Cigar Co.

W. H. BARLOW, Proprietor. *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited - Write for Samples.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hetzing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

JOHN H. WITTER,

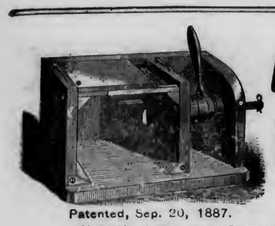
Manufacturer of Newmanstown, Pa.

FINE HAVANA HAND MADE

Cigars

Lord Gloster—10c.—Henry W. Sage

Dundreary, 5-cent



Patented, Sep. 20, 1887.

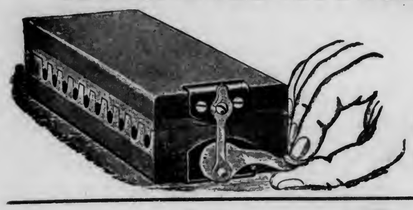
A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND

CIGAR MOLD ATTACHMENT or Shaper Press





Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

The Thos. L. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

A. W. ZUG

EAST PETERSBURG - PENNSYLVANIA

High Grade Cigars.



Recommended for Exquisite Aroma and Excellent workmanship

WE EMPLOY NO SALESMEN. All our business is transacted direct with the wholesale houses. Please place yourself in correspondence with us. We will save you money.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.



Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

F. W. Dohrmann. Estab'd 1873. Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**

Packing Houses: Covington, O. Gettysburg, O.

Zimmer Spanish. Ohio Seed Leaf. Little Dutch.

Redryers of **Burley Tobacco**

Redrying House: Cincinnati, O.

Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse 11 and 13 Vine Street, CINCINNATI, O.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.

Full line of *Cigarmakers' Supplies.*

Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100 000 to 125,000

Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.



JOSEPH E. TUCK.

Joseph E. Tuck, president of the Philadelphia Cigar Retail Dealers' Protective Association, was born in Philadelphia February 27, 1866. He attended school until the age of 14, and soon after removed to Lancaster County, where he entered the tobacco trade. For years he was a manufacturer and also a commercial salesman, having headquarters at Salunga, Lancaster County. In 1896 he returned to the Quaker City and at once opened a retail cigar store at 12 Market street. A little over a year ago he opened a branch store at 202 Chestnut street. Mr. Tuck is a man of pleasing personality and is as well a pushing and vigorous business man. His speeches on behalf of the retailers' protective movement proves him to have oratorical abilities, and as president of the organization he is giving entire satisfaction to the members.

The American-English syndicate, it is said, will purchase three of the largest cigarette factories in the City of Mexico, valued at about $11,000,000.

The American Tobacco Company, it is said, is to establish in Chicago the largest cigar factory in the West.

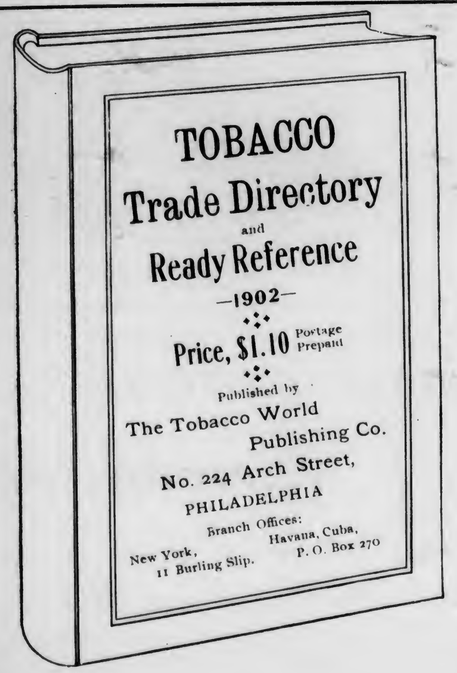
G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.



STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

They are gracious to the nerves-

ALL HAVANA FILLER



Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.



10c. A Perfect Cigar.





5c. A Delicious Smoke. Strictly Handmade.

THEY ARE DESERVEDLY POPULAR

MANUFACTURED BY

CHARLES M. YETTER - READING, PA.

We use the Blue Label of the
CIGARMAKERS' INTERNATIONAL UNION OF AMERICA.

WE SOLICIT YOUR CORRESPONDENCE

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

FINE OHIO TOBACCO

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Fully packed, of the choicest grown sections. Samples carefully sent on application, or can be inspected by calling on my Dayton, O., agent, A. B. RAPIDIS. Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. Johns,

Office:---McSherrystown, Adams Co., Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes



Union Made All Sizes

M. Steppacher, Reading, Pa.

WM. H. REDCAY
Reading, Pa.
Maker of
High Grade Hand Made **HAVANA CIGARS**
Union Made.
Famous Brands:
RINGOLD and FUDGE, 5c.
KEY WEST HAVANA, 10c.
Write for Prices. Jobbing Trade Solicited.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

THE WISCONSIN CROPS.

Assorting and Delivering Going On – New Union to be Formed—Personals, etc.

Janesville, Wis. January 12, 1903

Seventeen firms are now operating assorting rooms in this city and by the close of this week at least a score of them will be busy. Over 800 people are employed and in a short time this number will have been increased to 1,000 or more. The largest number are employed by the A. C. Co. who work about 175, and L. B. Carle & Son, J. L. & M. F. Greene, F. S. Baines, Sanford Soverhill and S. B. Heddles are also working good forces.

The farmers have delivered liberally of late, and about thirty carloads have come in from outside points, principally Orfordville and Dane county, J. L. & M. F. Greene have also opened assorting rooms at Rio and Clinton.

But very little 1902 has been bought of late, as most of the dealers are busy assorting.

In old goods more interest is manifest. F. S. Baines bought 63 cases of C. E. Briceson, of McFarland, and 74 cases of Fisher & Fisher, of Janesville, all low grade 1901. Sanford Soverhill sold 129 cases of 1901 Connecticut.

At a meeting of the Janesville Leaf Tobacco Dealers' Association, it was voted unanimously to purchase a quantity of choice Havana seed and distribute it free among the farmers for the purpose of improving the quality of Wisconsin grown tobacco. Money was pledged for the purpose, one dealer giving $50 and others lesser sums. Sanford Soverhill has the matter in charge, and more definite action will be taken at the next meeting. The association will also try to get the farmers to use a better grade of paper to wrap the bundles, that they may come in in better shape.

The Wisconsin Tobacco Growers' and Dealers' Association will meet at Madison January 21. Prizes are offered for best five pound samples of cigar leaf; also for five pound sample of Cuban leaf; also for five pound sample from five crops grown in same township, and $10 to farmer getting the largest number of paid up members. The association will also bring before the legislature now in session, the importance of fostering the tobacco industry of the state and making adequate appropriations for establishing and maintaining experimental stations for growing and curing the best types of tobacco for our Wisconsin climate.

L. Weil, E. J. Weil, Gus Bunzl, Arthur Mayers and W. S. Brill, of New York, and Ed. M. Smith, of Hinsdale Smith & Co., Springfield, Mass., were here recently.

At a meeting of the tobacco workers of this city yesterday, the perliminary steps were taken toward forming a union.

A French Senator, M. Piot, who has been identified for many years with the repopulation movement in France, has written to the Minister of Finance suggesting that tobacconists' licenses should in future be given to persons with large families.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Monterey and Morro Castle.

CIGARS.	cases.
Acker, Merrall & Condit, New York	28
A Wasserman Co., New York	18
Groninics & Ulrich, Chicago	12
Calixto Lopez & Co , New York	11
Havana Tobacco Co , New York	10
G. S. Nicholas, New York	10
Park & Tilford, New York	10
Waldorf-Astoria Segar Co , New York	8
S. Backman & Co., San Francisco	9
G. W. Faber, New York	5
C. B. Perkins & Co , Boston	3
S. S. Pierce Co , Boston	3
M. A Gunst & Co., San Francisco	3
M Blaskower & Co , San Francisco	2
Goldberg, Bowen & Co., San Francisco	2
Esberg-Gunst Cigar Co , Portland, Ore.	2
F R Rice Mercantile Co., St. Louis	2
D Frank & Co , Boston	2
Hyneman Bros., Boston	2
Morten & Co., New York	1
W. A. Stickney Cigar Co., St. Louis	1
Netherlands Legation, Washington, D. C.	1
Russian Legation, Washington, D. C.	1
Total	143

LEAF TOBACCO	bale.
Calixto Lopez & Co., New York	507
E A. Kraussman, New York	325
American Cigar Co., New York	167
M. Alvarez, New York	124
L. Wertheimer, New York	100
E Ellinger, New York	69
Order	99
S. Auerbach & Co., New York	45
Manrara Bros. Co , New York	36
Sartorious & Co , New York	34
J. Bernheim & Son, New York	33
L. Friedman & Co , New York	30
D. Hevia & Co., New York	30
I. Sinsheimer & Sons, New York	30
Baldin Bros , New York	26
L. Sylvester & Son, New York	20
Carl Upmann, New York	15
A. Moller & Co , New York	14
G. V. Watson & Co , New York	14
M. Stachelberg & Co., New York	12
Waitt & Bond, Boston	6
Haas Bros . Cincinnati	5
S Rossin & Sons, New York	5
Hinsdale Smith & Co., New York	5
A. F. Rico & Co., Boston	2
Total	1,745

Likes Her Pipe at the age of 132

Tobacco forms the chief consolation of Mary McDonald, the venerable inmate of the Home for Aged and Infirm Colored Persons, who on Friday celebrated her 132d birthday. Bent under the weight of her years, she yet finds great comfort in her pipe after every meal and at odd hours during the day. She says she can't remember when she started smoking. In the enjoyment of her hobby she is not alone, for many of the other colored female inmates have their pipes and their favorite brands of tobacco.

When Mark Twain Was Poor

When Mark Twain was a young and struggling newspaper writer in San Francisco a lady of his acquaintance saw him one day with a cigar box under his arm looking in at a shop window.

"Mr. Clemens," she said, "I always see you with a cigar box under your arm. I am afraid you are smoking too much."

"It isn't that," said Mark; "I'm moving again."—New York Times.

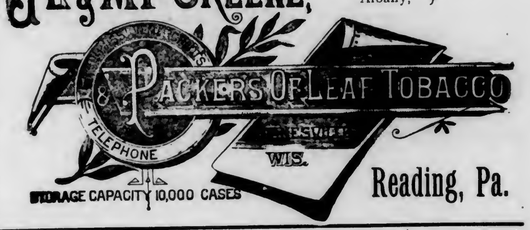
Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.



Reading, Pa.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

E. A. CALVES & CO. — IMPORTERS OF HAVANA — 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED



Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,

COLUMBUS, OHIO,

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection

ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St

BONDED STORES: 182, 186, 188 and 257 Pearl street.

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O. H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.



I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

Notice to the Trade.

ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS — **GOOD STUFF**

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.

READING, PA.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

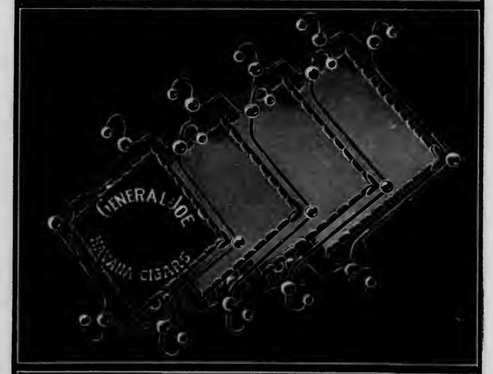
Havana and Sumatra a Specialty LANCASTER, PA.

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MANUFACTURERS OF

TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	6 inch	7 inch	8 inch	9 inch
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs

518-520 Seventh Ave., PITTSBURG, PA.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1865

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Lancaster Trade Prospects

Unusually Bright for 1903—Sam Kauffman is Busy—Briefs and Personals.

Lancaster, Pa., Jan. 12, 1903.

From information received through a visit to the dealers the tobacco trade has opened up earlier than is usual after the holiday suspension. Dealers and others report business good and healthy, with rosy prospects of a greater amount of business being done during 1903.

Disputes between packers and farmers over the 1902 tobacco still continue, the dealers claiming that much of the tobacco brought to their warehouses is not up to the contract, and they refuse to receive it. More than the usual crop of lawsuits will find their way into Court as a result of contracting for tobacco before it was stripped and ready for a thorough examination.

Leaf salesmen are making their appearance daily among the manufacturers, and when questioned as to the condition of trade invariably reply: "Good! No complaint to make." The same encouraging reports come from the manufacturers, all of whom are "as busy as can be" and in full operation.

Sam Kaufman spent the week in town and secured some flattering orders. This was Sam's first trip in this vicinity since having associated himself with William Steiner's Sons & Co., of New York.

Visitors in town the past week were: Harry Nathan, of Loeb-Nunez Havana Co., Philadelphia; S. S. Swartz, of Loeb-Swartz Tobacco Co., Philadelphia; L. R. Eisenbrand, of L. Bamberger & Co., Philadelphia; T. Bixby, of J. Cohn & Co., New York.

I. A. Rich, of M. Rosenthal & Co., has returned from Connecticut.

In Good Old York.

Leaf Dealers Happy Over the 1902 Business—Internal Revenue Reports—Personals, Etc.

York, Pa., Jan. 12, 1903.

The leaf tobacco dealers report a satisfactory amount of business last week, and as a result all persons interested in the trade are enjoying good tempers and going around with happy smiles on their faces. Although there were no extraordinary transactions during the week, the sales amounted in larger volume than had been expected. The prices are steady.

The demand for cigars is so great that very few factories were idle more than a few days after the first of the year. The stocktaking procedure was rushed through with all speed, and as soon as it was over operations were begun again. There is no let-up in the demand for goods, and a number of firms really have more orders on their books than they know how to handle.

Some enormous shipments of cigars were made during the week from this city. The bill clerk at the Western Maryland freight office informs me that during the week 67 cases of cigars were shipped from this city. Most of the consignments were for the West and Southwest.

The Tobacco World last week called attention to the internal revenue receipts of the York office of the Ninth Pennsylvania district. The amount collected in the Ninth district during December was $265,798.23, divided as follows: Beer, $16,583.50; spirits, $52,342.62; cigars, $193,591.68; tobacco, $2323.59; snuff, $27.60; special, $618.72; documentary, $17.05; miscellaneous, $293.47. This is an increase of $23,905.60 compared with the corresponding month of 1901. The shrinkage on cigars alone was $29,415.26, but on some things there was a gain. Last November the receipts on cigars alone were $213,196.35, it being one of the district's biggest months, but there is always a break in December, the last month of the year, as there is much shutting down of factories in order to prepare their annual statements.

The extent of the cigar industry in York County may be gleaned when $99,034.42, the amount received at the York office during December, is subtracted from $265,-

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro
Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.



ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

798.23, the receipts of the entire Ninth district, which shows that York County contributes considerably over one-third of the revenue of the entire district. For the first six months of the present fiscal year the large sum of $633,571.12 was received at the York Internal Revenue Office. That sum was for the sale of beer, tobacco and cigar stamps, the latter largely predominating, as before stated in these columns. For the six months referred to the grand total was divided as follows: July, $98,526.94; August, $99,447.18; September, $109,794.64; October, $115,403.64; November, $110,405.24; December, $99,993.48.

Young & Buser, jobbers, have been made the distributing agents for the Hes-Ra Egyptian cigarettes, manufactured by M. G. Hollis & Co., of Reading.

William H. Little, a well-known resident of Hanover, died on Thursday night, after an illness of one week. He was aged 65 years, and is survived by his wife and two sons and one daughter. Mr. Little was a cigar packer and an esteemed member of the Cigarmakers' Union, No. 316, of McSherrystown. He was also a member of Major Jenkins Post, No. 99, G. A. R.; Hanover Lodge, No. 327, I. O. O. F., and Eagle Encampment, No. 158, I. O. O. F.

Fred Smith & Co., of Red Lion, have been granted a trade-mark for "My Angel," No. 13,913, which was registered on January 3, 1903.

Mr. S. L. Johns, the well-known cigar manufacturer and leaf tobacco packer, has been elected a director of the Hanover Electric Light, Heat and Power Company.

L. R. Powell has opened a cigar store at the corner of North Duke and Philadelphia streets. He was formerly located on East Market street. His new place of business is centrally located, and is in a new building. Mr. Powell is an old tobacconist, and has many friends throughout the city.

READING TOBACCO SALES.

Revenue Office News—Business Changes and Other Trade Items of Interest.

Reading Pa., Jan. 10, 1903.

There was quite a boom in the sale of tobacco in the vicinity of Morgantown, in the lower end of Berks County, last week. Following is a list of sales made: D. B. Foreman, three-quarters acre Havana at 13c. and 3c.; William Peck, one and one-half acres of Havana, 11½ and .2c., and one acre at 9¾c. and 2c.; Jacob Moore, three-quarters of an acre of Havana at .9½ and .2c.; one-quarter acre seed, 8c. and 2c.; Henry Spotts, three acres of seed, 9c. and 2c.; William Smith, two acres of seed, 9¼c. and 2c.; L. J. Plank, one acre of Havana at 12½c. and 2c. This was bought by Emil List, agent for D. W. Graybill. The same party bought from Abe Foreman one acre of Havana at 11c. and 2c., and one acre at 10c. and 2c.; also from Peter Foreman, eight acres at 12c. and 3c.

Collector Cranston has about closed up the annual inventory of the work of the cigar and tobacco factories of this district. He states that the output for the district is far in excess of what had been expected. The trade opened brisk for the new year. Mr. Cranston has closed up the business of the Lehigh district, which is also under his direction.

Extensive alterations and improvements have been completed to the cigar box factory of Weidman & Moyer, at Womelsdorf, Berks County. Their largely increasing business necessitated more room.

Daniel M. Babb, a cigar manufacturer, of Womelsdorf, was recently in Montgomery County on a business trip.

Letters of administration on the estate of James W. Yocum, a member of the firm of Yocum Bros., who died several weeks ago, were issued to Charles and John Yocum, two sons. A bond in $250,000 was filed, showing the deceased left personal property valued at $150,000. The real estate owned by the decedent is worth about $75,000. Mr. Yocum left no will, as all through his illness he firmly believed he would get well. John B. Stevens is attorney for the administrators.

James L. Trexler, of the internal revenue office, made the first sale of cigar stamps for the new year to the Victor Thorsch Company, at Allentown, for $150. The order was received by mail, and was accompanied by a certified check.

George H. Valentine, senior member of the firm of A. S. Valentine & Son, Womelsdorf, is on a month's trip through the West in the interests of the firm. The house is overrun with orders for their leading 5 and 10-cent brands, and are putting new hands to work daily.

A. Thalheimer & Son, box manufacturers, are making extensive improvements to their plant and are enlarging the same. A part of the building on the first floor was occupied by another growing industry, and this firm has secured new headquarters, and Mr. Thalheimer will now make use of this space. New machinery is being installed in the newly-acquired space, and in several weeks all the alterations will have been made and the capacity of the plant enlarged thereby. To give further opportunities to enlarge various departments on the second and third floors the storeroom on the latter has been vacated to make room for the boxmakers. A building has been secured also, and will be used as a storage house. During the close of the year 1902 the plant was compelled to run day and night to keep up with orders. A new box for Yocum Bros. is keeping a large force of employes busy. Many other styles of boxes are being manufactured.

The firm of Goldsmith & Keller, cigar manufacturers, has been dissolved by the retirement of Joseph A. Keller, the junior member of the firm. Mr. Goldsmith will carry on the business at the old stand, and will put a number of new hands to work. Mr. Keller has not yet decided what business to engage in.

WHY NOT BE LUXURIOUS.



SMOKING ROOM OF GENERAL PORTER.

Two of the pictures on this page illustrate and the third indicates luxuriousness in smoking.

The first picture shows the interior of the smoking room in Paris of General Horace Porter, United States Ambassador to France. This apartment is furnished with the utmost elegance consistent with good taste and is perhaps the finest smoking room in the world. General Porter, whose fame as a wit and a story teller is famous the world over, is never in happier mood than when surrounded by congenial spirits in his smoking room. He is one of the world's greatest cigar connoisseurs.

The second picture is a photo engraving from a painting by J. L. Gerome, the greatest of living French artists. This painting is one of his masterpieces. It shows an Arnaut military officer enjoying his chibouque in surroundings that are magnificently oriental.

The third picture is a photo-engraving of a painting by Sir David Wilkie, one of the greatest artists Scotland has ever given to the world. In a well-to-do household in India the division of labor among servants is very minute. The hooka badar has but one function—he takes care of his master's hooka and brings it to him whenever he calls for a smoke. His wages are pitiably small, but nevertheless he takes a sort of stately pride in performing his few trifling duties. India is the only country in the world where the luxurious comfort of rich smokers is cared for to the extent of employing a man solely to take charge of the smoker's pipe.

It would be well if every home in the civilized world had its own smoking room to which the male members of the family might retire for a contemplative cigar or pipe or cigarette, or for a quiet session with some favorite author, or for communion for an hour or two with spirits congenial and also fond of tobacco. Every home that is equipped with its own smoking room can boast of a mistress who does not complain of curtains smelling of stale tobacco smoke or otherwise offensive to the nostrils of her feminine cronies. Any man who undertakes to furnish a smoking room to his own taste will take delight in the occupation as it proceeds. He will acquire a valuable special education in things artistic. His smoking room need not be as fine as General Porter's, nor as ornate as that of Gerome's Arnaut officer, but by the time he is through decorating it to his taste he will be just as well pleased with it as if it were. Try it for yourself and see. If you can't afford an oriental rug, or if you want to begin without any floor covering at all, sand your floor. A sanded floor in a smoking room has always, somehow, a most hospitable look. If, happily for yourself, you can afford a rug be content with nothing but a Kermanshah. Get one with plenty of crimson and light blue in it. A Kermanshah, 12 by 15 feet, may easily cost $1500. Tables and chairs may be of almost any material and shape, provided they are comfortable. If you are rich enough to match your furniture to your Kermanshah you may treat yourself to teakwood, or to a few specimens of the American Indian furniture now being manufactured by the Shrenkeisen Company, of New York.



ENJOYING HIS CHIBOUQUE.



THE FAITHFUL HOOKA BADAR.

As to the decorations of the walls of your smoking room any sort of picture will do that is pleasing to yourself, if it is only the showcard of your favorite brand of cigars, cigarettes or smoking tobacco, but if, fortunately, you are rich you will cover your walls with good old steel engravings appropriately framed, or with porcelain placques or both. Never hang an oil painting in a smoking room, for the tobacco smoke will injure it. Engravings and placques are impervious to tobacco smoke. In the selection of subjects your own taste in pictures and placques must be your guide.

A buffet for liquid refreshments is not out of place in a properly equipped smoking room, but it is not indispensable. A book case filled with the right sorts of books is indispensable.

If you are not committed to one line of reading, as many men are, you will find a singular charm in reading in your smoking room books about books, and books about the theatre. Most people who go to the theatre accept with entirely too much seriousness the critiques of the drama which they find in their daily newspaper. The United States possesses two remarkably able musical critics, but not a single writer on the drama who is anything more than flippant. The reason of the difference is plain: The musical critics take their time and the critics of the drama rush into print immediately after a first performance. In France, in England and in Germany both orders of critics follow the same rule, and that is why the dramatic criticisms of such writers as Francisque Sarcey and William Hazlitt rank as literature and are preserved in books for the delectation of the world which in civilized countries will always take an interest in the drama.

Possibly you think that the foregoing few remarks on critics of music and the drama have nothing to do with a smoking room, but then, perhaps, on the other hand, you perceive that the connection is most intimate, because a smoking room without books is only an annex to a barroom, and if you are a frequenter of the opera house, the concert hall or the theatre no class of reading will give you a greater sense of luxury in your smoking room than that which has been suggested.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.


Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.


R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.


F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.



Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.

A VISIT to DON ADOLFO MOELLER'S FARM, "HEVIA."

Leaving aside the well-described trip by the Western Railroad from Havana to the village of Guira de la Melena, I will only say that we left by the 7 o'clock train, and arrived at Guira at 8.30. While the weather looked threateningly enough when we left Havana, it commenced to rain during the trip, and upon our arrival at Guira it was pouring in torrents. Still as we were met by a coach and a volanta, our party of seven managed to reach the hotel America on Sunday, January 4, without a wetting. After partaking of a liberal breakfast, and as the rain ceased about eleven o'clock, our host, Don Adolfo and three of his friends mounted their fiery steeds, and the rest of our party proceeded by coach and volanta to the farm "Hevia." This property was formerly a sugar plantation, but owing to some unknown vicissitude has passed from its previous ownership into other hands, and has been operated by Don Adolfo for several years as a tobacco farm. It consists of three caballerias or about 100 acres, which are devoted exclusively to tobacco culture, although Don Adolfo has rented three more caballerias contiguous to this farm for producing other products, to feed his horses, cows and oxen and to have space for his farming utensils. Besides this farm, Don Adolfo is also operating another one, close by, called "La Iberia," which is however smaller, and probably does not contain more than 10 acres.

Already from the railroad some barrack-like structures were discernible in the distance, and the principal object of these lines is to give my readers some sort of an idea of what they contained, and for what purpose they were intended. Arriving at the "casa de vivienda," or farmhouse, and sitting or standing upon the veranda, one could see a mass of tenting in front and on one side as far as the eye could reach, and these were the famous cheesecloth coverings, or the new method of raising the fine wrapper tobacco, which is so highly appreciated all over the world. There are three separate tents, covered by cheesecloth, the height of each tent is about nine feet, and the cloth is fastened to wires and solid posts driven into the ground. Of the latter 5,000 have been employed, 450,000 square yards of cheese cloth has been used and a large quantity of wire. Looking from the veranda, when the wind is blowing, the cheesecloth makes an undulating motion, like the large ocean billows, and people who are apt to get seasick, might possibly experience this sensation by looking too long at this sight. In entering the tent by one of the numerous doors that exist in the sides, the sight is one of extreme satisfaction to the lovers of the nicotine plant, as you see the most beautiful specimens one could imagine, all sound, evenly grown to a height of between four and five feet, and each plant having from twelve to sixteen leaves of a perfect growth, as far as the length of the leaves is concerned. There are no worm-eaten plants, and each leaf promises to give a wrapper on each side. While by the old method of raising tobacco, as a rule the veguero considered himself lucky when he realized from twenty to twenty five per cent. of wrapper leaves, it seems certain that the new style of raising tobacco will give from seventy-five to eighty per cent. of wrapper leaves. Two tents had tobacco which was nearly ripe and will probably be cut during the coming week, while the third tent had already produced one crop and had been plowed over and new seedlings had been set out to produce a second crop. There are 16 drying houses on the farm, and it appears as if the tobacco was drying off in a perfect manner, as some of the first cut leaves show a perfectly uniform light brown color, without any spots to speak of, and the few which still exist will disappear when the tobacco undergoes the sweating process later on. I tried the burning process myself by wrapping a fresh leaf around my cigar, and it burned perfectly, with a white ash. The leaves are of an extremely fine texture, thin in leaf, but glossy and elastic, with the necessary gum easily discernible, therefore the tobacco gives promise of having a fine quality as far as this is possible to say at present. Besides the tobacco grown under cover, I have also seen the plant raised in the open field, and while the same is also very fair looking, still in growth and soundness there is some remarkable difference, and the yield in wrappers is certainly not much above the average raised by the old method.

The new style of raising tobacco in Cuba has stood the test for one year, as Don Luis Marx in Alquizar, Don Calixto Lopez in Rio Seco in the Vuelta Abajo and Mr. Koop, of Boston, in Manicaragua, made smaller tests last year, and the results have been very satisfactory, particularly as regards the former one, though less is known about the two other parties. Don Adolfo however in this year's made the largest trial and has already spent a large sum for plants, cheesecloth, posts, wires, iron pipes and manure, but by raising his own seedlings, also under cover, he has saved perhaps $20,000 on 5,000,000 seedlings. He employs 160 hands steadily. Prices are naturally governed by the supply and the demand later on, but unless something unforeseen occurs, it looks as if the enterprising genius of Don Adolfo would reap a handsome return for his clear foresight, and the tremendous labor involved in looking after an undertaking of this nature. People who understand what it needs not only to raise a crop, but also to put it into marketable shape, might make their own figures.

That this mode of raising tobacco will find more followers in the years to come is almost beyond doubt, as the covering prevents damage by heavy rainstorms, and tempers the fierce rays of the sun, while at the same time it also keeps out the insects that are apt to do much damage during the growing season, to the tender plants, even if by using Paris green the plague has been mitigated. In dry seasons Don Adolfo has his own irrigating plant, and the whole field is interspersed with pipes, which furnish water from an inexhaustible well, by means of a huge pumping engine.

The cheesecloth is apt to suffer by the wind, therefore a large force of men is required to watch constantly for small

rents, and to repair them at once to prevent further ripping. Another new method to harvest the ripe tobacco used by Don Adolfo is to cut the leaves singly from the plant as they mature, and string them up separately; this promises to give excellent results.

An Ideal Tobacco Country.

E. H. Bjoin, of Stoughton, Dane County, a representative of the American Tobacco Co., is quoted as saying of St. Croix County, Wis.:

"The soil and climate are ideal for the raising of tobacco and the quality of the article produced is not excelled anywhere in the state. Planting, cultivation, harvesting and preparation of the product for the market all require a certain degree of skill, which has not yet been acquired, and which is necessary to produce the best results, nor have you the necessary mechanical equipments. Another requisite to secure the best results is good markets. Six and eight cents per pound was the best price secured for the present crop, whereas tobacco of this quality, centrally located, with reference to markets, would probably have yielded ten, twelve or even fifteen cents per pound."

Mr. Bjoin says that if enough farmers can be induced to take up the culture of tobacco, warehouses will be erected at some central point which will insure a good market. Viewing this proposition in a businesslike manner it should not be lightly considered. For a good market for tobacco is not the only benefit to be derived therefrom. Indirectly it will tend to raise our land values.

Over Baldwin way, the average value of the yield per acre for this year's crop was $110, some going as high as $150, and under proper methods of cultivation this can be materially increased. Most of the farmers who tried it largely as an experiment this year will double their acreage next season.

BUSINESS CHANGES, FIRES, Etc.

California.

Los Angeles—E. T. Williams, cigars, succeeded by Mrs. C. Hammond.

San Pedro—M. J. Wallace, cigars and tobacco, damaged by fire, covered by insurance $300.

Connecticut.

Hartford—Joseph Green, cigars and tobacco, advertising stock and fixtures for sale.

Idaho.

Boise—E. Rainford, cigars, etc., sold to Wm. McIntyre.

Illinois.

Chicago—Adelbert Batchelder, cigars, bill of sales $100, to Koman Bros.——George Gregory, cigars, bill of sale, $700.——F. G. Pierson, cigars, sold out.

Maine.

Sabattus—F. P. Lumbars, cigars, real estate mortgage $350.

Maryland.

Baltimore—Benjamin Elliot has been admitted into the firm of Elliot, Ottenheimer & Elliot, cigar manufacturers.——Henry S. Fink, of Fink Bro. & Co., wholesale cigars and tobacco, dead.

Massachusetts.

Boston—Henry Gedman, cigar manufacturer, petition in bankruptcy.

Westfield—Samuel Nathans, cigar manufacturer, closed on attachment.

Michigan.

Detroit—H. & J. Mazer, cigar and stogie manufacturers, damaged by fire.

Minnesota.

Lamberton—George R. Kluegel, cigar manufacturer, succeeded by Schneider Bros.

New York.

Amsterdam—Fred Aschoff, Jr., cigar manufacturer, admits Charles Aschoff and the style of firm name is Aschoff Bros.

Jamestown—W. B. Giles, agent for cigars and tobacco, damaged by fire.

New York city—Laverge & Schneider, leaf tobacco, dissolved, succeeded by M. F. Schneider——Meyer & Mendelsohn, leaf tobacco, admitted Bernhardt G. Meyer and Alfred I. Mendelsohn.

North Carolina.

Winston—S. A. Ogburn, tobacco manufacturer, succeeded by The Whitaker-Harvey Co.

Ohio.

Fayette—E. A. Eshelman, cigars, real estate mortgage $400.

Pennsylvania.

Lancaster—P. L. Leaman & Co., leaf tobacco, dissolved, same style continues.

Philadelphia—L. Bamberger & Co., leaf tobacco, dissolved, same style continued.——L. G. Haeussermann, leaf tobacco, admitted Edward and Karl Haeussermann, firm name changed to L. G. Haeussermann & Sons.——Hartley & Schaible, cigar manufacturers, dissolved.

Rhode Island.

Woonsocket—Joseph H. Daly, cigars, etc., assigned.

South Carolina.

Charleston—F. E. Schroder, cigars, succeeded by J. E. Schroder.

Tennessee.

Chattanooga—E. B. Fisher, cigars, succeeded by George Brown & Co.

Washington.

Colville—J. H. Young, cigars, succeeded by R. Rutherford.

Spokane—A. Gollaher, cigars, damaged by fire.

Wisconsin.

Beloit—Thomas C. Winn, cigars and tobacco, real estate mortgage $450.

Janesville—G. H. Sloan, cigars, chattel mortgage, $400.

Oshkosh—C. M. White, cigars, chattel mortgage, $1,278.

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Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

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Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
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Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

JACOB G. SHIRK,
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Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.


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328 to 332 Buttonwood Street,
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Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

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J. E. Hostetter,
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CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
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Metal Embossed Labels
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ARE ALL THE RAGE.
We have them in large variety. Send for samples.
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Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

A CIGAR DEVOTEE.



Judge Tighlman A. Hogan, of Valparaiso, Ind., has consumed, in his 76 years of life, over $28,000 in cigars. The Judge presides over the city Courts of Valparaiso, is vigorous and hearty and has been a steady smoker since a lad. He has averaged from eight to twenty-five cigars a day. The Judge has never begrudged the money spent for cigars and says if he had it to go through again he would smoke as much, but would smoke more 5-cent cigars rather than the higher-priced ones.

GENERAL NOTES.

Michigan cigarmakers are starting a fight against prison made goods.

Nearly 120,000 hogsheads of tobacco are in stock at Liverpool, England.

The Knoxville Tobacco company have enlarged greatly their tobacco warehouse.

William Farrell has bought the cigar manufactory of Frank Muns, of Jackson, Mich.

W. H. Booth has purchased the Burgy, Ott & Cochran cigar factory at Chillicothe, Missouri.

The retail cigar dealers of Grand Rapids, Mich., have organized a protective league.

The New England Tobacco Growers' Associaton met in the State capitol, Jan. 13, at 10 a. m., for its annual meeting.

Fire destroyed a tobacco shed containing eleven acres of tobacco, the property of Thomas Whalen, of Ripon, Wis., last week.

Dealers at Springfield, O., who have sold cigarettes at retail, without paying the municipal license fee are to be prosecuted.

Wood shavings, saturated with solutions of pepper and nicotine, is a tobacco substitute placed on the market by the Indians of Alaska.

James A. Hayden, a former successful Cuban tobacco grower, recently died in New York and was buried at his old home, Owensboro, Ky.

The tobacco dealers of Pawtucket and the Blackstone Valley of Rhode Island have formed a protective organization with over 400 members.

George G. Selling has purchased the cigar manufacturing business of James E. Dorr, at Bay City, Mich. It will be a union shop in the future.

The large leaf tobacco department of the American Cigar Company, at Watertown, Wis., commenced operations Jan. 5, employing 250 hands.

The American Cigar Company is arranging to open a branch factory at Macon, Ga., which will employ 1,000 hands. The citizens of Macon heartily welcome the project.

The independent cigar and tobacco dealers of Louisville, Ky., have formed a strong protective organization. The retailers have also organized.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Accounts are received of sales in scattered lots. There is a class of growers who, from some cause, will sell to the first man who puts in an offer. They generally sell for from one-half to two-thirds as much as others who read up the market conditions, or mayhap they sell from sheer necessity. Still one thing is true, just as good cigar leaf has been sold at from 12 to 15c, in Massachusetts as that which has been sold in Connecticut at from 22½ to 22c. Is it because our Massachusetts growers are afraid to ask a reasonable price for their goods? A goodly number of growers will give up raising tobacco, for the reason that the packers are bound to buy at such low figures. This and similar statements we see in our local papers. Such growers not only injure themselves, but their neighbors as well.

Our correspondents write:

Suffield: "I have just learned the outcome of a suit that a townsman had with Mr. Dennerline of New York. It seems that Mr. Dennerline docked the grower $100. The grower claimed that Dennerline thoroughly examined the leaf. The grower recovered the $100 interest and damages."

Conway: "I have no new sales to report. A few buyers were in town last week, but no sales were made so far as I have heard. One or two have not finished stripping yet."

Feeding Hills: "Two crops sold this week at 14c in the bundle, and two crops have been delivered; the price unknown. That is the extent of the sales thus far this season. Just over the line several sales have been made. One lot was sold for 23c in the bundle."

Hinsdale: "I have to report the sale of 3 lots of tobacco the past week to E. Wever of West Suffield, Ct. A. B. Davis & Son sold 4 acres at 13c; W. N. Pike, 5 acres at 12c, and J. Thomas, 5 acres at 12c, all in the bundle."

Putney: "A few sales have been made in this vicinity of late, but the terms are not reported. Mr. Alexander of this section, two or three in Westminster, which he will assort and pack."

East Windsor: "Hinsdale Smith & Co. have bought several crops of tobacco in this vicinity of late. W. E. Fiske sold at 13c; the Thompson Brothers, 18 acres at 17c; Frank Thompson, 8 acres at 16c; Mr. Lord, 11 acres at 18c."

Sunderland: "The large growers of this town visited on New Year's day to look over the shade growing of tobacco. C. M. Hubbard, who grew 3 acres last year, will increase the acreage four or five times, devoting his whole growing to that grade of tobacco."

Vernon: "I have the following sales to report: F. W. Johnson, 2 acres at 11c; C. H. Newton, 3 acres at 8c; Frank Scott, 3 acres at 10c; J. H. Frost, 1 acre at 11c; H. Jaqueth, 1 acre at 10c; T. E. Stockwell, 2½ acres at 11c, all in bundle. The buyers names I have not learned." —American Cultivator.

EDGERTON, WIS.

Aside of getting the warehouse handling of the crop into full operation, there is but little doing about the local tobacco markets of the state. Work now has been started at about all the contemplated packing points, with the prospect of a long season of warehouse handling. Soon everything will be working smoothly with the thousands of hands employed throughout the tobacco district.

Buying of either old or new goods has not been resumed much in any locality since the holidays.

While receiving has hardly yet reached its height, deliveries have been ample for all needs so far. The tobacco is coming to the warehouses in fairly good packing condition, though some lots containing shed burn and wet were the cause of deductions in settlements. These cases, however, are exceptions to the rule. The farmers are still busy with stripping, but the work will soon be finished when a general scramble will ensue for delivery.

No new features have devoloped in the cured leaf market to vary the monotony of a quiet trade.

Shipments, 630cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

There has been light movement the past week owing to harsh cold weather; only a few piles of loose tobacco sold at 3½ to 4½c, for Lugs, 5¼ to 6¾c, for Leaf. Old tobacco unchanged at Lugs, 5¾ to 6c; Leaf—Common, 6¼ to 7¼c; Medium, 7¾ to 8½c; Good, 8½ to 10½c. The stock of old is mostly medium, good, fine long Leaf, which grade is scarce in new crop. Receipts, new—530 hhds; sales, old—36.

At the annual meeting of Hopkinsville Tobacco Board of Trade on the 7th, inst., the following officers were elected: President, F. W. Dabury; V. P., J. H. Eggleton; Secretary, and Treasurer, J. G. Cooper; Inspectors, F. M. Byars and W. A. Wilson; Arbitration Committee, James West and Fritz Fallenstein; Appeal Committee, E. M. Flack, M. D. Boales, M. H. Taudy and R. M. Woodridge. Report of the secretary was that market was in fine condition, with two additional new members added to Board of Trade, Messrs. Suhling Bros., and Hopkinsville Tobacco Mfg. Co.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 533 hhds; all new crop; offerings on the breaks, 14 hhds; mostly new crop; public and private sales, 121 hhds; nearly all old leaf, market firm and unchanged.

Owing to the cold weather receipts at the loose tobacco warehouses have been small. The loose tobacco market continues strong at full prices. The crop will all go into leaf prizers hands, as there will be no stemming done here this year.

As there will be but few stems made in the West, the tobacco extract houses will have to take the trashes and low lugs for their supplies.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5 50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good Leaf	9.50 to 10.50



Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.
THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods and Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.



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Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.



Our Leading 5c. Brands:
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"1303,"
"CHIEF BARON,"
"EL PASO."

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Fine Cigar Manufacturers
Terre Hill, Pa.
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Pennsylvania Tobaccos a Specialty.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Brc., York, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



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Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky



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ESTABLISHED IN 1881
Vol. XXIII., No. 3.

PHILADELPHIA, JANUARY 21, 1903.

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PRINCIPE ALFONSO 189. HAVANA.

THE TOBACCO WORLD

THE CONTINUING SCARCITY of HAVANA TOBACCO.

By SOL HAMBURGER, of Hamburger Bros. & Co.

The scarcity throughout 1902 of Cuban tobacco deemed suitable for the needs of American manufacturers of cigars, was due to the scarcity of rain in the Vuelta Abajo and Partidos sections of the Island during the growing season. The crop grown under these conditions produced a short leaf, both in the wrapper and the filler portions. Throughout the entire buying season of 1902, those who went to Havana in search of leaf found what they wanted very hard to get at the right prices, and it is a fact known to every importer of Havana tobacco that last year it was much easier to sell to manufacturers who had themselves gone to Cuba on a purchasing errand than it was to sell to those who never go to Cuba. The former knew exactly what the condition of affairs at Havana was, whereas the latter were disposed to be incredulous when told that the tobaccos they were in search of were hard for the importers to get. I daresay the experience of every importer of Havana tobacco was the same in 1902 that mine was: We all sold to manufacturers who in ordinary times purchase their supplius directly from the packers in the city of Havana.

All recent advices from the tobacco growing sections in the Vuelta Abajo and Partidos agree that the present growing crop has suffered from too much rain. Serious rain-falls in Cuba are called "torrential rains" down there and such rainfalls have been frequently mentioned of late in the reports of the Weather Bureau of the Island. I note also that The Tobacco World's correspondent in Havana mentions the fact that in one recent rain storm. 10,000,000 plants were utterly destroyed. This is not a very large number in the grand total of the plants now growing in the Vuelta Abajo and Partidos, but if the planters who are the losers by this calamity are too poor to replace the lost plants by new seedling it means so much of a setback to the crop that will be on sale next fall and winter in Havana.

The American manufacturers who are most seriously threatened with embarrassment in their operations are those who manufacture clear Havana cigars, and the finer the sizes the more serious the embarrassment. The clear Havava cigar industry in the United States has shown of late years a steady growth and its curtailment at this time when the country is so generally prosperous would be no slight misfortune. When the tobacco crops in Cuba are plentiful the United States can easily use from 180,000, to 200,000 bales of Cuban tobacco, Vueltas, semi-Vueltas, Partidos and Remedios, each year. Last year the total importations were, I think, only about 132,000 bales. There is a possibility that if the rains continue to be destructive the Cuban planters will not be able to grow enough tobacco in 1903 to give the American market even as much as they sent us last year.

SOL HAMBURGER.

New York's Richest Tobacco Men.

Following is a list of New York city people, now or formerly engaged in some branch of the tobacco business who pay taxes on personal property assessed at $50,000 and over:

Sigmund Rosenwald, $150,000. Mr. Rosenwald is the present head of the well-known leaf firm of E. Rosenwald & Bro.

Louis L. Lorillard, Jr., $100,000 and E. E. Lorillard, $500,000.

George Arents, $80,000, and George Arents, Jr., $50,000. The Senior Arents was for a number of years the treasurer of the American Tobacco Co., and his son is still active in the affairs of that and other tobacco corporations having their headquarters at 111 Fifth avenue.

Edward A. Kerbs, $75,000. Mr. Kerbs is the treasurer of the United Cigar Manufacturers.

Jacob Wertheim, $75,000. Mr. Wertheim is the president of the corporation last mentioned.

G. A. Helme, $50,000. Mr. Helme, is president of the American Snuff Co.

George Storm, $50,000. Mr. Storm is President of the Owl Commercial Co.

C. W. McAlpin, $50,000, and Cornelia McAlpin, $50,000. The McAlpin fortune was made through the manufacture of Virgin Leaf and other brands of chewing and smoking tobacco.

Isidore Hernsheim, $50,000. Mr. Hernsheim was formerly a member of the firm of S. Hernsheim Bros. & Co., manufacturers of cigar, cigarettes and tobacco at New Orleans. Later he was president of the original Havana-American Co., of New York city. He has retired from active business.

Frank H. Ray, $50,000. Mr. Ray is the second vice-president of the Continental Tobacco Co.

William H. Buttler, $50,000, and George P. Butler, $50,000. William H. Butler is the president of the Universal Tobacco Co., and George P. Butler, who is his brother is largely interested with him in that corporation.

THE ONLY WOMAN CIGAR PEDDLER.

There is but one place in Greater New York that can boast of a woman cigar vender, and that is West Washington Market. She travels from stand to stand with three or four boxes under her arm, and has the wholesale butchers for her regular customers. She is a pretty woman perhaps twenty-five years of age, and dresses in the latest style. When the butchers get to work at 4 o'clock in the morning they find the cigar woman there ready to serve them and to give each one a smile with each purchase.

The same woman has been doing business in the market for six or seven years, and only once in all that time has any one made an effort to enter into competition with her. That was about a year ago, when a woman who looked enough like her to be her twin sister made her appearance. This woman was dressed exactly like the original. It was a clear case of trying to get business under false pretenses—by pretending to be the other woman.

The marketmen anticipated a scratching match when the two cigar women met, but were disappointed, for the original felt so sure of her customers that she absolutely ignored the counterfeit. Her calculations were correct, for the pretender got so little business that she gave up the effort in a few days.

West Washington Market's cigar woman says she has never been insulted during her early morning visits to the butchers.—N. Y. Times.

TRUE TOBACCO ROMANCES.

IV.—The Cameo Glass Snuff Bottle and its Guardian Dragon.

The name of the marvelous genius who made for the Emperor Wen-li the snuff bottle which is the subject of this true story, is held in highest honor in China but is utterly unknown outside the celestial empire. It is the finest cameo glass snuff bottle in the world. Is is two inches high, oval in shape and weighs six ounces. Its present owner has many times refused for it twenty times its weight in gold. He holds its market value is greater than that.

The bottle is milk white, save for the crimson dragon encircling it from top to bottom. You know, of course, that Chinese cameo glass is the finest cameo glass in existence. The artist of the snuff bottle had to cut through a layer of crimson down to the milk white body in order to produce his wondrous effect, and the tools with which he worked must have been of a fineness and a trustworthiness such as were surely the envy of all his rivals in China. Every scale on the dragon's back and head, every claw on his numerous feet and even the roughnesses of his projecting fangs—all are plainly visible in this minute master piece, even to the naked eye.

This precious oriental curio is unique in one very singular respect—ever since it was first created it has passed from owner to owner for good money honestly paid for it. No thief has ever been able to steal it, although the records show that some of the shrewdest rogues in China, in Europe and in America have made attempts to do so, and every one of them has confessed after his failure that it was the dragon that stayed his hand. Some of the earlier ones in China in the Emperor Wen-li's time did not even live to tell the tale of their ill success. All that was known was that on these occassion the Emperor's guards heard a great commotion in the Emperor's treasure room and on rushing into the apartment found the dismembered body of a trespasser on the floor and the snuff bottle in its usual place with the dragon emitting sparks of fire and seeming to settle back into his customary folds, while blood trickled from his hideous jaws.

Now isn't this a fine tale to be telling in a tobacco trade paper?

Wait. Read on a few lines further. Do you know how a Chinaman takes snuff? Do you know the Chinese are the greatest snuff connoisseurs in the world? Do you know they pay $50 a pound for the choicest brands? Your Chinaman is the daintiest of all snuff-takers. To the stopper of every snuff bottle is attached a tiny spoon, usually made of horn, though sometimes made of gold. The owner of the snuff bottle draws forth a spoonful, deposits the snuff carefully upon the back of his left hand, inhales it into his nostrils and then blows away the few specks that remain upon his hand. The Chinese have the same proverb as to the nextness of cleanliness to godliness that obtains in Western countries, and Chinese sages who are familiar with the history of the guardian dragon of the Emperor Wen-li's cameo glass snuff bottle agree in saying that since thievery is a filthy profession and all thieves are dirty fellows power has been given to the dragon, by each of the eight hundred thousand gods of China, to protect this snuff bottle, exemplar of the highest point reached by Chinese art in glass cutting, from the besmisching hands of rogues.

Where is the tobacco merchant who wouldn't prize a guardian like that on his premises?

TOBACCO AND CIGAR COUPONS.

(Communicated)

ED. TOBACCO WORLD: Permit me, not only as a cigar manufacturer, but as a self-respecting American citizen, to call your attention to House bill H. R. 16026, introduced in the House by the Hon. Theobald Otjen, December 13, 1902, to amend section 3394 of the revised statutes of the United States relating to tobacco? Congress in the last hours of the previous session, passed the McEnery bill, which permits the placing of coupons, certificates, etc., in statutory packages of smoking tobacco, cigarettes and cigars, before any member of our industry, opposed to gambling and lottery schemes, had an opportunity offered to protest against such infamous legislation. I sincerely trust you will give this matter your serious attention when the bill comes up for debate in the House.

ANTI-COUPON.

Kentucky tobacco growers intend to make a thorough exhibition at the St. Louis Exposition.

Most of the snuff manufactured for the world's trade is produced in Tennessee.

Farmers in and about Petersburg, Va., intend to grow large quantities of bright tobacco leaf—a new departure for that section of the country.

Circleville (O.) Union Herald: "At the cigar factory January 10 Miss Mary Davis, a bunch breaker, handling a machine, broke 6000 cigars, and Miss Daisy Lust, a cigar roller, broke the record by rolling one thousand cigars. The girls worked ten hours.

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
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Broker in LEAF TOBACCO

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Wholesale Manufacturer of
Cigars
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The Best Possible Goods for the Least Possible Money.

Young & Newman, IMPORTERS of Sumatra & Havana
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BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

THE TOBACCO WORLD

Established 1881.
PUBLISHED EVERY WEDNESDAY, BY
TOBACCO WORLD PUBLISHING CO
11 Burling Slip, New York 224 Arch Street, Philadelphia

Subscription Price:
One Year, $2.00. Six Months, $1.25.
Single Copies, Five Cents.
Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

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Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address
TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JANUARY 21, 1903.

Fusion in Havana Explained.

The news published this week in our letter from Havana, January 1, is of a most interesting and important character. It not only makes clear the relation of Don Gustavo Bock to the tobacco trust, but it indicates the plan and scope of the new Cuban Land and Leaf Department Company, which takes over the 35,000 acres of tobacco producing land in the Remates district, purchased by Senor Beck in 1902.

Don Gustavo Bock has been since 1887 the resident manager in Havana of the Henry Clay and Bock & Co. Lt'd, the English syndicate which in that year bought out the Henry Clay and Bock & Co. factories, and of which Baron Ebury of Moor Park, the head of the aristocratic Grosvenor family of England, has of late years been the claimant.

After the formation in 1900 of the Havana Commercial Company, the American corporation, of which Harry B. Hollins, the New York banker, was the head, stories of a coalition between the Henry Clay and Bock & Co. corporation and the Havana Commercial Co. were rife. These stories were largely concerned with the future of Mr. Bock. It was thought for awhile that an agreement would be made between the two companies, but the plan fell through because Mr. Bock would not consent to any terms that did not have him the supreme head in Cuba.

In 1902, when the $35,000,000 Havana Tobacco Co. of 111 First avenue, absorbed the Havana Commercial Co. it also obtained virtual control of the Henry Clay and Bock & Co. corporation, but the exact terms made with the corporation have never been clearly defined to the public. It is known, however, that Baron Ebury and his associate directors in London retained toward the corporation the same dominacy as before, and that Mr. Bock continued to hold his old job in Cuba.

Now that Mr. Bock has turned over his lands to the Cuban Land and Improvement Co., which is also by succession to the Havana Commercial Co. the present owner of the valuable Fernandito Gonzalez plantations in the Vuelta Abajo purchased by Francisco Garcia for the H. C. Co. in 1900, the Cuban Land and Leaf Improvement Co. is the largest of all the "poor tobacco farmers" of Cuba of whom the United States has heard much during the discussion of the Reciprocity Treaty. A 20 per cent. reduction on the present rates of leaf tobacco would net to this particular "poor farmer" a very handsome interest on it $52,000,000 of capital.

The talk in New York, on Monday last, was that the first move made by the trust upon the completion of the plans in Cuba as above outlined was to cut off every independent jobber in the United States and in Havana, those who cater to the American trade as well as those who cater to Europe, and in this second class are included all the well-known commission houses of Havana, from the cigars manufactured by the Henry Clay and Bock & Co. and the old Havana Commercial Co. Hereafter, so the gossips say, the only importer of these brands will be the newly organized corporation of Acker, Merrall & Condit, with possibly some sort of a working arrangement with Park & Tilford. All other importers, among them such well known concerns as the Waldorf-Astoria Segar Co., G. S. Nicholas, and B. Wassermann will now have to buy of Acker, Merrall & Condit or import the brands of some one or more of the thirty-six large independent cigar manufacturing houses of Havana, such as Rabell, Costa & Co., Behrans & Co., Calixto Lopez & Co., H. Upmann & Co. and others. In other words there is going to be a very interesting fight. The Havana manufacturers will probably come out of the struggle sound and whole, just as the cigar manufacturers of the United States have come out of the struggle which they have had during the past two years with the same giant competitor.

There is a possibility that the talk in New York as to the cutting off of independent importers of cigars is in advance of the fact. The companies at 111 Fifth avenue do not usually announce their plans with suddenness. A list of the brands manufactured by the Henry Clay and Bock & Co. Lt'd, and the old Havana Commercial Co. is made up about as follows: Henry Clay Aquila de Oro, Estrella (of Cortina, Gonzales & Co.), Manuel Garcia Alonzo, Flor de Luisita, Flor de Gumersindro Garcia, La Trignenita, Perechic de Flores, Crema de Cuba La Carolina, La Africana, Ramilleta de Aroma, Ernest Merck, Pablo y Virginia, La Admirabile, Imperial Spat, La Rapidoz, Sin Pretension, Antonio y Cleopatra, Pedro Murias, Pedro Murias y Co., Balmoral, El Idolico, Walter Scott, Le Paz de Cuba, El Palacio de

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PHILADELPHIA.

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Importers and Packers of and Dealers in Leaf Tobaccos
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is open to inspection at all times. Take elevator.

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PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS



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"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
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Factory 1839.



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Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

A Few Words in Passing---



Quality always the same
Lady Mar
5c. Cigar
A Trial Order Solicited
PennCigar Co. Reading, Pa.



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Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

A Popular Leader for Many Years.



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George W. Lehr, Reading, Pa.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

Cristal, La Reserva and Inflexible, La Joven America, Flor de lor Campos de Cuba, American Flag, Villar y Villar, La Vennata, Jorge Juan, La Comercial, Flor de Creta, Lucia y Nowega, Ninfas del Parque, La Prtmesa de Gales, La Ristori Travita, Modestia, Our Bachelors, Flor de Luisa, La Lucca, La Australia, La Celestial, Mi Quevida Patria, La Vencedora, Manuel Lopez y Ca, Victor Hugo, Flor de Remate, El Vencedor, Los Vencedores, Celia M Valle y Ca, La Perla de Cuba, American Turf Club, La Futura, Aquilla Imperial, Nectar Cubana. La Flor de City Guilds, Mi Primer Pensamiento, Flor de Murias, La Flor de Yuclan El Regateo, La Trinidad, La Antiquedad, Cassimo Alvarez, La Virtud, Celeste Imperio, La Prosperidad, Cora La Isabelita, La Rose Aromatua, Flor de Automia Lopez, Fannie Cerito, Marpila Tacon, Pastora, Merchants Club, El Capitolio, Isla de Cuba, Frou Frou, Bujita, La Nacion, Flors del Pensil, La Ventona, Ea Salerosa, Flor de William Penn, El Silbato.

Among the well-known brands manufactured by the independent cigar manufacturers of Havana, are the following: H. Upmann, Sol. Luis Max, Romeo y Julieta, Carina, Partagas, and numerous others.

A number of Americans who are thoroughly familiar with conditions as they exist in Havana, and with the temper of the people there predict that the fight between the trust and the independents will develop on the part of the latter resources that in quiet times are dormant. The old Spanish fighing blood is getting up and the Spanish are good fighters even if we did lick them in '98. Don Gustavo Bock is a power in Cuba, it is true, but so is H. Upmann, and Mr. Upmann is credited by certain of his American friends with having said, more than once, that he would not only never sell out to a trust but that if any trust came bothering him he would give it all the fight it wanted. Mr. Upmann is known to be a man of his word and if he said the things which have been accribed to him the smokers of imported cigars are going to see a very beautiful fight. Mr. Upmann is a millionaire many times over. Other well-known Cubans who may be ranked among the opposition to the trust are the Marquez de Rabell, Luis Marx, Adolfo Moeller, Garcia y Ca., Leslie Pantin, Walter Himmel, Cano y Hermano, Jorge, P. Castenada & Co., Silveira & Co., Manuel Mencudez Parra, Fredinco Bauriadel & Co., Gustavo Salomon y Hermanos, Sanchez y Cueto, Jose Menendez, Sobrinos de Antonio Gonzalez, Jose Santalla y Ca., Neuhaus, Neumann & Co., and others.

B. Durrell & Bro., of Covington, Ky., will erect a new seven-story tobacco factory.

Fire recently destroyed the Frank Winston tobacco warehouse at Knoxville, Tenn. Loss, about $12,000.

Trade-Mark Register.

JENNIE LEE. 13,926.
For cigars. Registered January 14, 1903, at 10 a m, by A. W. Zug, East Petersburg, Pa.

TERMINAL GUN CLUB. 13,927.
For cigars. Registered January 15, 1903, at 9 a m, by B. Lipschutz, Philadelphia.

CATABA CROOKS. 13,928.
For cigars, cigarettes and cheroots. Registered January 16, 1903, a 9 a m, by Keystone Cheroot Co. Ltd., Hanover, Pa.

BURNABY, 13,929.
For cigars. Registered January 16, 1903, at 9 a m, by N. C. Palsgrove, Schuylkille Haven, Pa.

TWO POODLES. 13,930.
For cigars. Registered January 16, 1903, at 9 a m, by Paragon Cigar Mfg. Co., York, Pa.

DENOVO. 13,931.
For cigars. Registered January 17, 1903, at 9 a m, by A. N. Diehl, Springer, Pa.

VENDER. 13,932.
For cigars. Registered January 17, 1903, at 9 a m, by A. N. Diehl, Springet, Pa.

REJECTIONS.

Square, Yea Yea, Benjamin Franklin, Daniel Webster, Jim Dump, Sunny Jim.

TRANSFERS.

Yea Yea, registered for cigars January 18, 1901, by A. Kretzschmar & Co., Philadelphia, was transferred to George G. Barns, Philadelphia, January 20, 1903.

CURRENT REGISTRATIONS.

Mulai, St. Louis Klondike, B. T. U, Hamilton Elks, No. 93, N B. McCrary & Co's Special, Friess' Jewels, Alento, Alencia, William Paca, La Verdura, El Distincto, Thomas Stone, Richard Ruth, John Morton, William Williams, Thomas M. Treat, Casar Booney, Robert R. Livingston, Thomas Willing, Hole in the Wall, Button Gwinnett, The Fort Pynchon Cigar, A Cigar of the People for the People, La Princetia, El Convincio, Sugar State, Orient, Crackston Bouquet, Canary Isles Commercial Success, Germantown, Wyaconda, Aburdix, Walfamere Flat Iron, Nonico, Niconon, Bebe, Nicoles, Niconot, In Oc-U, Grand Prix, Cotoco, Captitanco, Mr. Wu, Walker Whiteside, Union Master, Tumble Tom, Hoo Hoo, Antillian, Mulai Mohammed, La Verdura, La Christina, Tan Tivy, The Loafer Frederick Clark Sayles, Jayemares, Double X Five, Maslova, Mi Vera, Strella, Vista del Paleta, Builders' Union, Mechanics' Union, Liberal Union, Union Friend, 1-4 10 (One Four Ten) Journeymen's Union, Union Delicate Union Material, United Unions, Intellectual Union, Union Journal, Union Chief Union Servant, First Union, State Union, Union Rule, Moral Craft Western Bouquet, Moral Union, Boquet of Wm F Hager Superior, Tosetti, Union Welfare, Union Material, Moral Advancement Union Scale, National Labor, Union Trademark Union Expert, Union Convention, Union Speaker, Union Adviser, La Flor de Jacob Reuter, Telegraph de Havana Union President, Select Labor, Union Binder, Union Sport.

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MANUFACTURERS OF
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P. O. Box 397. Cable: HIMML.

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SPECIALTY in PARTIDOS and VUELTA ABAJO
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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Alleged Evils in New York City Cigar Factories.

New York, Jan. 17, 1903.

Dear Medicine Man:

In the sixth annual report of the Alumnae Settlement, of 446 East 72d street, published Jan. 1, 1903, I note a rather prejudiced description of cigar factory conditions in New York city made by Jane E. Robbins, M. D. Being myself the proprietor of one of the large shops of this city I ask you to be so kind as to find space for Dr. Robbins' paper in your special department of The Tobacco World, where it is certain to be read by the thousands of members of the trade who weekly read what you have to say even when they are too busy to read anything else. Dr. Robbins does the cigar manufacturers of New York city a grave injustice in representing that they do not uniformly obey the law as to ventilation and cleanliness.

I think it would be well to ask Dr. Robbins to name the factortes in which the conditions prevail which she describes. But here is Dr. Robbins' paper which speaks for itself: EMPLOYER.

CIGARMAKING

A Report of an Investigation made for the Alliance Employment Bureau.

JANE E. ROBBINS, M. D.

Cigarmaking was formerly carried on in tenement houses, where the whole family—sometimes including even children, seven and eight years of age—took part in the work. The tenement-house manufacture of cigars has been largely done away with, through the introduction of suction tables and the bunch-making machine, and we now find the cigarmakers at work in factories, some of which are very large, and employ several hundred or a thousand "hands." The workers are Bohemians, Italians and Russian Jews, and men, women and girls are employed.

On the ground floor of most of the factories one finds "the strippers" and "bookers" at work, getting the tobacco ready for the cigarmakers. They are generally women and girls who have not been long in this country; "Greeners," they call themselves. There will be found, perhaps, a hundred and fifty of them in one room. They are paid by the day, and the work is carried on under needlessly bad conditions. The law requires two hundred and fifty cubic feet of air space for each worker. This is far too little; five hundred cubic feet would be none too much. To make matters worse, the law says nothing as to where this air space shall be, and as it is convenient for the foreman, who oversees the work, to have the girls near together, they are often crowded in one end of the room, while the "cubic feet of air space" required by law is at the other end of the room, and is occupied by tobacco which emits a rank, overpowering odor.

It is a matter of convenience to have the tobacco near at hand, but consideration of the welfare of the employees suggests at once that the tobacco should be stored in the cellar, and brought up only when needed. The law should be modified so as to require a certain air space around each worker, and so prevent the huddling together of the women. The air of the room seems to the casual visitor intolerably stifling. The windows are generally not opened, or opened very little, both because the tobacco must not be allowed to become dry, and because, if the windows are opened, some of the workers are sure to object to the draft. There should be a law requiring artificial ventilation by means of an exhaust fan. The present law applies only to factories where there is dust-making machinery, and it should be extended to include all dust-making employments. In the rooms where the tobacco is being stripped, the air is so laden wiih tobacco dust that any one coming in from the outside air is obliged to cough almost constantly. Where the hygiene is so bad, the women naturally are pale, and appear to be in poor physical condition. They are always spoken of with pity by the girls employed at either cigarmaking or bunchmaking. They go to work at a quarter past 7, and stop work at 6. They are seldom paid more than five or six dollars a week, and their wages are sometimes as low as three dollars a week. The strippers are not admitted to the Cigarmakers' Union.

The bunchmakers generally pay five dollars to be taught their trade, and they are from three to six weeks in learning it. The cigarmakers pay ten dollars, and they are also several weeks in learning. The bunchmakers and cigarmakers are paid by the thousand cigars. The skill of the girls varies greatly. Some of them are able to earn only four or five dollars a week after years of work, while others give, as their weekly wage, eight, twelve, or even fifteen dollars. One girl, who sometimes earned ten dollars a week, has been employed only a year at the work. The first wage paid is sometimes as low as a dollar a week, while quicker girls are able to earn four dollars during their first week. On the cheapest grade of work the girls work independently at the suction tables; on a little better grade of work one cigarmaker or two cigarmakers work with a bunchmaker, who gets the tobacco in shape for the final covering put on by the cigarmakers.

The first observation made in visiting the factories is that the girls in their haste put the cigars in their mouths to bite off the ends. They are provided with knives, but a girl finds it quicker to use her teeth than to stop to pick up a knife. To make a fair wage the speed at which she works must be very great, and as a result of her haste she will often sit all day with her mouth full of bits of tobacco. This is not only a hardship to the girl, but since she bites off the end the smoker puts into his mouth, the possible danger to him from the hygienic point of view does not need comment.

The general conditions of the cigar factories could be improved by pressure brought to bear upon those employers who do not of themselves feel inclined to look after the best interests of their employes. The floors in some of the factories are extremely dirty and the rooms are very dingy. In one factory the inspector ordered that the walls be whitewashed, and one of the girls said later that it was much easier to work after the room had been made lighter and more cheerful. On cloudy days in some of the factories it is necessary to burn gas, and the heat from the gas adds to the discomfort caused by the smell of the tobacco in the unventilated rooms. There are no dressing rooms for the employes, a small space where the clothing is hung is simply partitioned off from the main room.

The cigarmakers are allowed considerable latitude as to hours. At noon they often eat their lunch hastily without leaving their tables and begin to work again as soon as they have eaten. It would be much better if there were a compulsory intermission of an hour at noon, especially if this time could be taken to ventilate the rooms. The workers often "knock off" before five in the afternoon too tired to work any longer. Some of them take occasional weeks off and are re-employed when they apply for work. The cigarmaking occupation is not yet over-crowded, a good cigarmaker can always obtain work and at times there are not enough workers to answer the demand for labor.

A very small percentage of the girls who work at the suction tables, perhaps not more than two per cent., belong to the unions. The men and women employed on the higher grades of work, and the men employed as packers are generally members of the unions. The International Cigarmakers' Union is large and well organized. Besides the mutual protection it affords to the workers, it has valuable insurance features, and many of the cigarmakers belong to the various unions because of the sick benefit and the death benefit.

The two most tangible evils discovered in the investigation of the cigar factories are the working overtime and the carelessness in regard to light and air necessary for the health of the employes. Our present law in regard to hours of work is a good one, and would entirely prevent the working overtime if the women and girls would refuse to work when asked to do so. Their need is so great, however, that they work of their own free will beyond the hours permitted by law, and then, of course, they refuse to go into court to testify against their employers. The law is therefore a difficult one to enforce, but it stands as a barrier against excessive overwork. Further legislation in regard to the hygiene of the factories is imperatively needed. It was necessary to compel the employers to provide fire-escapes to protect the lives of their employes, and they should be compelled by law to protect also the health of those who are powerless to protect themselves.

COMMENT.

In complying with the request of my correspondent I think I do my full duty in the premises. If Dr. Robbins to whom a copy of this issue of The Tobacco World will be sent cares to say anything further I assure her of a very courteous hearing.

***

The Tobacco Loving Ladies of the White House.

Washington, D. C., Jan. 18, 1903.

Dear Medicine Man:

The fondness for snuff of the famous Dolly Madison was entertainingly referred to in Mr. Frank Lange's chapter of the Comic History of Tobacco, and Mr. Morris Theobald in his chapter of the same enjoyable serial made the readers of The Tobacco World acquainted anew with the fact that Mrs. Andrew Jackson loved the pipe. Was there not a third lady of the White House who loved tobacco? It seems to me I have read that the wife of Andrew Johnson smoked a corn cob in that historic mansion during her husband's incumbency of the Presidential office. For the information of a little circle here will you please state the facts and oblige ARTHUR WAY.

ANSWER.

Mrs. Andrew Johnson, did, in fact, smoke in the White House the corn-cob pipe which she had learned to love in her home in the mountains of Tennessee, but Mrs. Johnson was only the nominal misstress of the executive mansion. The real lady of the White House throughout President Johnson's administration was his eldest daughter, Mrs. Martha Patterson, and she was one of the sweetest, most dignified and sensible women that ever lived. She did not smoke.

***

Robinson Crusoe's Tobacco.

Laramie City, Wyo., Jan. 5, 1903.

Dear Medicine Man:

In my little boy's copy of Robinson Crusoe, which I presented to him at Christmas, I miss an old favorite, namely Robinson's panygerie on tobacco. Can you conveniently give it to me?

KOYKENDAL.

ANSWER.

Following is the extract for which my correspondent asks:

June 28, 1660.

Now, as the apprehension of the return of my distemper terrified me very much, it occurred to my thought that the Brazilians take no physic but their tobacco for almost all distempers; and I had a piece of a roll of tobacco in one of the chests, which was quite cured, and some also that was green and not quite cured.

I went, directed by Heaven, no doubt, for in this chest I fouud a cure both for soul and body. I opened the chest, and found what I look for, viz., the tobacco; and as the few books I had saved lay there too, I took out one of the Bibles, which I mentioned before, and which, to this time, I had not found leisure, or so much as inclination to look into; I say, I took it out, and brought both that and the tobacco with me to the table.

THE C.T.C.

Now Ready for Sale

In Desired Quantities

The 1902 Shade-Grown Connecticut

of the

Connecticut Tobacco Corporation

of

TARIFFVILLE, CONN.

Wm. J. Hazlewood, President.
Ariel Mitchelson, Secretary and Treasurer.
J. H. Lane, Vice President.
Marcus L. Floyd, General Manager.

EXCLUSIVELY WRAPPER LEAF

This Crop, on account of its Fine Quality and Excellent Burn, may be considered

The Acme of Perfection

in

Connecticut Shade-Grown Sumatra

For Samples and Particulars, apply to

E. Rosenwald & Bro.
New York.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

F. V. E. Cranz, Importers of *Sumatra Tobacco,* New York 144 Maiden Lane. Amsterdam. Frascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

TOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

What use to make of the tobacco, I knew not, as to my distemper, or whether it was good for it or no, but I tried several experiments with it, as if I was resolved it should hit one way or other. I first took a piece of a leaf, and chewed it in my mouth, which, indeed, at first almost stupefied my brain, the tobacco being green and strong, and I had not been much used to it; then I took some and steeped it an hour or two in some rum, and resolved to take a dose of it when I lay down; and lastly, I burnt some upon a pan of coals, and held my nose close over the smoke of it as long as I could bear it, as well for the heat as the virtue of it, and I held out almost to suffocation.

In the interval of this operation, I took up the Bible and began to read; but my head was too much disturbed with the tobacco to bear reading, at least at that time; only, having opened the book casually, the first words that occurred to me were these: "Call on me in the day of trouble, and I will deliver; and thou shalt glorify me."

The words were very apt to my case, and made some impression upon my thoughts at the time of reading them, though not so much as they did afterwards; for, as for being delivered, the word has no sound, as I may say, to me. The thing was so remote, so impossible, in my apprehension of things, that I began to say, as the children of Israel did when they were promised flesh to eat, "Can God spread a table in the wilderness?" So I began to say: "Can God himself deliver me from this place?" And as it was not for many years that any hope appeared, this prevailed very often upon my thoughts. But, however, the words made a great impression upon me, and I mused upon them very often. It grew now late, and the tobacco had, as I said, dozed my head so much that I inclined to sleep, so I left my lamp burning in the cave, lest I should want anything in the night, and went to bed. But before I lay down, I did what I had never done in all my life.—I kneeled down and prayed to God to fulfill the promise to me, that if I called upon him in the day of trouble, he would deliver me. After my broken and imperfect prayer was over, I drunk the rum in which I had steeped the tobacco, which was so strong and rank of the tobacco that, indeed, I could scarce get it down. Immediately upon this I went to bed, and I found presently it flew up into my head violently; but I fell into a sound sleep and waked no more till, by the sun, it must necessarily be near three o'clock in the afternoon the next day; nay, to this hour, I am partly of the opinion that I slept all the next day and night, and till almost three the day after; for, otherwise, I know not how I should lose a day out of my reckoning in the days of the week, as it appeared, some years after, I had done; for if I had lost it by crossing and recrossing the Line, I should have lost more than a day; but in my account it was lost, and I never knew which way.

Be that, however, one way or other, when I awaked I found myself exceedingly refreshed, and my spirits lively and cheerful. When I got up I was stronger than I was the day before, and my stomach better, for I was hungry; and, in short, I had no fit the next day, but continued much altered for the better.

THE MEDICINE MAN.

LANCASTER LEAF BOARD MEETS.

A meeting of the Lancaster Leaf Tobacco Board of Trade, was held on Monday evening last to adopt new by-laws and constitution and transact other business. The following committees were appointed by President Skiles:

Finance Committee—H. H. Miller, Walter S. Bare, M. M. Fry.

Arbitration Committee—I. H. Weaver, Joseph Goldberg, J. R. Bricker.

Transportation Committee — B. M. Mowery, Phares W. Fry, Wm. DeHaven.

Resolutions were passed as follows: The Lancaster County Leaf Tobacco Board of Trade is heartily in sympathy with the objects to be attained by the Cigar Dealers' Association of America, and pledge them the support of our organization.

TOBACCO GROWERS MEET.

January Meeting of the Lancaster County Growers' Association.

The January meeting of the Lancaster County Tobacco Growers' Association was held in Lancaster, on Monday afternoon, last. President B. Ezra Herr presided, and there was a large attendance of members.

M. L. Greider reported to the meeting the result of the shade grown Sumatra.

"Rib rot and green mould" in 1902 tobacco was discussed by the members.

Mr. Greider said he examined several crops and found some little rib rot, but considerable green mould. He said the cause was that the tobacco was planted late and was too green when cut.

Mr. Bricker attributed the mould to the lack of drying winds. During the entire season there was not a west wind.

PHILADELPHIA LEAF MARKET.

The leaf market during the past week has been about the same as last week, to-wit: only fairly good. The demand has continued for Pennsylvania Broadleaf B's, sales usually being in small lots, however. There has been some demand for Wisconsin and about the usual transactions have taken place in Connecticut, Sumatra and Havana. It will most likely be several weeks before any large transactions will be recorded. Taken all in all the leaf people are doing a fairly good business and few complaints are heard.

C. F. Beimdieke will erect a new cigar factory building at Oconomowoc, Wis.

NEW YORK TOO SMALL FOR ITS CIGAR INDUSTRY.

BUREAU OF THE TOBACCO WORLD,
11 Burling Slip, NEW YORK, Jan. 20, 1903.

New York is too small for its cigar industry. Not only is every prosperous factory in New York crowded for room and ready to move into larger quarters, if only it could find them, but the boxmakers also find themselves cramped. The case of L. Rohrberg is an eloquent proof of this last statement. Mr. Rohrberg was for many years connected with the big Wm. Wicke Company, whose plant at Thirty-first and Avenue A, was destroyed by fire early in January, 1901. Mr. Rohrberg started in business on his own account the following spring. He established his manufacturing plant on the upper floors of a fine building at 212 East Thirty-seventh street. Later, he was able to induce his landlord to let him have an additional floor. Now he finds his business entirely too large for the premises, and next spring will move to a larger building in East Twenty-second street.

But the cigar manufacturers who are looking for larger quarters are seriously embarrassed. There are doubtless many large buildings which could be utilized for cigar manufacturing purposes, but unfortunately most of these are in streets whose names and whereabouts are unknown to cigarmakers. The cigarmakers of New York, no matter how hard up they may be for jobs, are notoriously unwilling to work in factories located on streets which are strange to themselves. A few years ago, when the Bernard Stahl Company, now the Erlich Manufacturing Company, was burned out at First avenue and Seventy-fourth street, they established themselves in a fine building on Reade street, between Centre street and Broadway. Reade street is but one block north of Chambers street, and every New Yorker knows where Chambers street is. Nevertheless, simply because the name of Reade street was strange to them, cigarmakers could not be induced to come to the factory, which was thereupon removed to its present site at 241-243 West Broadway.

* * *

Henry Drummond, formerly of the Drummond Tobacco Company, of St. Louis, Mo., has purchased a fine home at Dobb's Ferry, New York.

* * *

Joseph Moos, of Chicago, was a visitor in New York last week.

* * *

Your correspondent has excellent authority for saying that there will be another $142,500 estimating contest by the Florodora Tag Company. Particulars will be announced as soon as awards are made to the successful guessers of the December, 1902 output under the company's first offer of last fall.

The new estimating contest will have to do with November, 1903, output so that successful guessers under the new offer may expect to get their checks as Christmas gifts next Christmas.

* * *

E Regensburg & Sons, whose success in business is a most striking proof that honest cigars are the best policy, have begun the current year in a way that promises to be memorable even in their golden record. They say that their new factory corner of Canal and Elizabeth streets is the finest cigar factory of its kind in the world, and it is, in truth, a model establishment.

The firm's leading brands, American and La Melville are known to cigar connoisseurs in every part of the United States, and this important clientele is growing in every section with the steadily increasing prosperity of the country

All New York flocked to the opening of Pabst's new place at the circle 59th street and Eighth avenue, on the evening of January 12, and bought freely and smoked with genuine Spanish gusto the Regensburg cigars which it found on sale there.

On the evening of Sunday last E. Regensburg & Sons' three well-known travelers left New York, each for a visit to his own territory: Isidor Frey, for the West as far as Kansas City; Mark Brummer, for the Pacific coast, and M. Schwed for the South.

Mr. and Mrs. Jerome Regensburg have left on a pleasure trip to Florida and Havana. On their return they will visit the winter resorts on the East coast of Florida.

* *

Two of the neighborhood tobacco trade papers in this city are making faces at one another over the recent incorporation by Hon. George J. Smith and his old time partner, Harry J. Luce, of the long established and widely-known retail grocery firm of Acker, Merrall & Condit. The new Acker, Merrall & Condit corporation has been capitalized at $5,000 000 and Mr Smith has been elected to the presidency. The other directors named in the articles of incorporation are Harry J. Luce, Theodore H. Lord, Wm S Woodhull and Francis Dana On January 15, it was learned that the corporation would take in the seventeen stores in this city and elsewhere heretofore controlled by Otten & Co., but this step, important as it is, is regarded by those who are well posted in the affairs of the grocery trade as only the beginning of a chain of grocery stores which will in no short time have branches in every city in the United States of any importance.

This chain of grocery stores matter has been brewing in the minds of thoughtful and wide awake New Yorkers for a long time past, and latterly it has been a question with these gentlemen whether it would be the Park & Tilford chain or the Acker, Merrall & Condit chain. The eagle has lighted upon the Acker, Merrall & Condit pennon,

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

JOHN W. MERRIAM & CO.
MAKERS OF
PURE HABANA SEGARS
"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars.



J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE: 573 BOURSE BLDG. M. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
G. Z. VOORBURGWAL 227 **Office, 183 Water St**
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH NEW YORK.

and now it is said that the Acker, Merrall & Condit corporation is only one more arm stretched out by the capitalists who have their headquarters at 111 Fifth Avenue in the same offices with James B. Duke and his lieutenants The theory upon which the gossip base this allegation is something like this: Acker, Merrall & Condit have long been distributers of cigars manufactured by the American Cigar Company; when the American Cigar Co. was organized, early in 1901, Hon. George J. Smith was its general manager and Harry J. Luce its treasurer; both are believed still to be large stock holders in the American Cigar Co. and its allied corporations, although neither now holds office in any of them.

Whether this theory is correct in fact or not, it is obvious that a chain of fine retail grocery stores handling cigars and other tobacco products would be an outlet of very great value to any big manufacturing concern.

* *

The American Protective Tariff League at its annual meeting in New York on January 15, adopted resolutions declaring that reciprocity is competitive products by treaty is unsound in principle, pernicious in practice, and is contrary alike to the principle of protection, to the fair treatment of domestic produces, and to friendly relations with foreign countries.

The resolutions also declare that reciprocity is neither ethical nor economic, since it seeks to benefit some industries by the sacrifice of others, which is the essence of injustice. As at present advocated, reciprocity is a product of favoritism. It would tend to array industry against industry and section against section at home, and foment industrial retaliation and political antagonism abroad. Such a policy would open the door to the grossest favoritism in legislation, promote the growth of a corrupting lobby, and increase the power of debasing bossism.

"Such a policy has no justification in economies, statesmanship, ethics or good politics True American policy is protection of all the opportunities and possibilities of the American market for American enterprise, and fair, equal treatment for all other countries, namely, the equal right to compete for American business in the American market by the payment of the full equivalent of American wages. This alone is honest protection, good republicanism, and the true American policy.

"Concerning this resolution, Andrew Cornegie said:

"I think the resolution is admirable. We will make several enemies for every one we favor. The policy of the Fathers is the time Republican policy; the friend of all nations, the ally of none; equal justice to all, favoritism to none."

* *

The American Label Company was burned out on January 18.

* *

Sigmund Rothschild is in New York from attendance on the retailers' convention in Chicago.

* *

Louis P. Sutter passed through New York, last week, on his way from Chicago to Connecticut where he is largely interested in shade growing.

* *

Fred Fowler, of Chicago, will represent V. Pendas & Alvarez in Chicago and the Middle West.

* *

The Standard Cigar Mfg. Co., of which Sidney J. Freeman, President of the Retail Cigar and Tobacco Dealers' Association, of Greater New York is the head, is now installed at 298 Pearl street.

The Company's leading clear Havana brands are Viva Cuba, Charles the Third and La Osma. Mr. Freeman no longer manufactures cigars at his retail store at 118 Cherry street.

Patents of Jan. 13, Relating to Tobacco.

718,352 Machine for sizing or assorting tobacco leaves; Wm. Hunt, Dayton, Ohio.

718,480 Match box making machine; Harry C. La Flamboy, assignor of two-thirds to R. Thuner and B. Duffield, Detroit, Mich.

718,393 Match machine, Mark A. Sheldon, assignor of one-third to A. McVittie, Detroit, Mich.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

Havana
SEED
Sumatra

EVERYTHING in Leaf Tobacco
SUTTER'S DOUBLE EAGLE

Sutter Bros.
INCORPORATED

SUTTER'S 5 STAR
New York
Chicago
St. Louis
Havana

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CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. Factory, Tampa, Fla.



Price, $1.00. Large Discount in quantities.

No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.

Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.

WM. DIEBEL,
327 N. Eighth St., Philada.

La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE
Capacity, 25,000 per day.
Prompt Shipments guaranteed

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
San Jose, HAVANA, CUBA.

December's Cigar Output

The output of cigars in the United States during the month of December, 1902, was

547,926,890

PHILADELPHIA TOBACCO NEWS.

January Meeting of the Retailers' Association, Leaf Market, Personals, Etc.

THE RETAILERS' ASSOCIATION.

The Philadelphia Retail Cigar Dealers' Protective Association held a regular meeting Wednesday evening, January 14, at the Odd Fellows' Temple. The meeting was attended by active members only, non-members being invited to leave. All future meetings will be for active members only—not even press representatives being admitted.

A new Board of Directors was elected at the January meeting, as follows: James Halfpenny, George J. Moore, James Hasson, Frank Long, D. A. Schaible and R. J. Feehan.

It was decided to take Camden, N. J., into the association, and August Seeman of that city was elected Second Vice-President. The next public mass meeting will be held in Camden and Mr. Seeman will preside.

The association adopted a constitution and by-laws. Odd to say, this formality had been unintentionally overlooked at the previous meetings.

A pleasant part of the meeting was when the committee appointed to seek funds announced that the cigar manufacturers of Philadelphia had contributed $1,000 to the retailers' organization in order to aid it in accomplishing its avowed objects. The contributions came almost uniformly from the manufacturers, and it was very apparent that the manufacturers were in sympathy with the objects of the retailers' movement, to wit: the aggressiveness of independently manufactured products vs. all others.

The retailers, since they have received the hearty co-operation of the manufacturers, are agreed that the manufacturers are entitled to a high degree of praise and gratitude. It encourages them in their, honest, industrial fight.

It is safe to say that if the Retailers' Association of Philadelphia conducts its affairs in a proper manner and continues a meritorious movement, that it will receive the continued influence and prestige of the cigar manufacturers of this city.

While it may be that a few of the Philadelphia manufacturers are not specially interested in the local market, yet the fact that they are loaning the local association their influence and moral support is very highly commendable.

AN INTERESTING CASE.

R. J. Gunkle, F. Blatt, Thomas Gordon, J. E. Groves and C. H. Cummings, of West Philadelphia, who were recently fined $4 and costs by Magistrate South for violating the law forbidding the sales of cigars and tobacco on Sunday, have instituted, through counsel, proceedings to test the validity of the Sunday closing law. The law is the old Blue Law of 1794, which has been somewhat spasmodically enforced at times, but as a general thing it was a thing of innocuous desuetude—and that is where the dealers referred to want to put it. The outcome of the case will be watched with interest by every retailer in Philadelphia. A large majority of them consider selling cigars on Sunday as a public necessity and that 1903 cannot be regulated by the out-of-date laws of 1794.

THE RETAIL TRADE.

While no particular complaint is being made the fact remains that business with the retail cigar dealers of Philadelphia, is quiet. As one dealer said: "We look for quiet business in January as almost all other lines do. And of course we can hardly get up bargain and marked-down sales as do the dry goods houses."

Be it as it may a really fair amount of trade is being done and the future is promising.

MOSTLY PERSONAL.

Otto Eisenlohr, of the famous Cinco cigar house, is in Florida, with his family. He will spend the winter there and escaping the rigors of the northern winter will build up his health and enjoy himself as well. He will probably visit the Bermudas ere returning home.

George J. H. Cushing has purchased the cigar store of J. Wiener adjoining his stand, 37 South Thirteenth street, and will soon vacate and move into his new place.

W. P. Bushell, formerly a salesman with T. J. Dunn & Co. has entered the service of Perez, Rodriguez & Co.

Maurice D. Theobald, long a director in and treasurer of the Theobald & Oppenheimer Cigar Co., tendered his resignation to both offices at the annual meeting. He will retire from actual business. J. A. Rigby succeeds Mr. Theobald as treasurer and James Laloo succeeds him as director.

S. C. Jeittles, of Jeittles & Blumenthal, left this week for a regular trip West.

B. Greenwald is now nicely located in his new building at 141 Market street, and puts out a handsome window display as a starter.

Salesman John Walton, with Oblinger Bros. is doing some energetic work in the west as is evidenced by the numerous orders he has sent to his house.

AS TO "EXECUTIVE" MEETINGS.

Said an officer connected with the Philadelphia Retailers' Association: "We deem it prudent to hold our meetings open to members only because there are many matters affecting our interests alone that it is far better for us to discuss and settle just among ourselves. False reports and rumors will thus be prevented and again, it is hardly fair to let our friend, the enemy, know of everything we do. Some business matters, of necessity, must be kept to ourselves in order that given results may be accomplished. Publicity would thwart the very object we sought to attain."

All of which is very sensible and right, too.

DOWN TO BUSINESS AGAIN.

A visit to many of the leaf houses and cigar manufactories brings forth the fact that almost all of the salesmen have gone forth on the road for 1903 business, and that they are doing as well as can be expected. The unusual holiday demand for cigars somewhat lessened the stocks of leaf ordinarily carried by many of the large manufacturers and has tempted them to buy in small quantities until they can estimate fairly well on the future. It will not be long, it is said, before the leaf market will see some brisk transactions. Good reports come of brisk business in the West and it is in that territory that many Philadelphia-made cigars are prime favorites.

FEW EXPORTS.

No exports of tobacco of any consequence to foreign parts were reported during the past week but it is said orders on hand will cause a change of tune next week and thereafter.

A NEW CIGAR.

Henriguez, Stevenson & Co. are paying additional attention to their growing cigar department and now have out a new clear Havana cigar called the Prima Rosa. It is to be made in 42 sizes, ranging in price from $60 to $600. The new salesmen put on the road last fall, have been doing good business and will be retained for 1903 business.

GOOD JUDGE OF CIGARS, TOO.

Ex-Judge J. W. Westcott and F. D. Weaver, an attorney-at-law, both well-known Camdenites, are among the incorporators of the recently organized C. L. Peterson Cigar Co. of Camden and East Orange, N. J. If the company makes cigars like the ex-judge smokes, the cigars will be all right and well worth smoking.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.



This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
100 WATER STREET,
NEW YORK.
CABLE ADDRESS "TACHUELA"

IRREGULAR PAGINATION

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

BUSINESS CHANGES, FIRES, Etc.

California.

Los Angeles. M. Berkowitz, cigars, sold out to R. E. Stevens.

San Pedro. Hall & Knifton, cigars, burned out.

Ventura. Duncan Bros., cigars, transferred assets.

Connecticut.

Hartford. S. Hartmann, wholesale leaf tobacco, succeeded by A. & S. Hartmann.

Manchester. A. Hartmann, wholesale leaf tobacco, succeeded by A. & S. Hartmann.

District of Columbia.

Washington. Carney, Hancock & Weiss, cigar manufacturers, receivers appointed.—Samuel V. Letch, retail cigars and tobacco, chattel deed of trust, $1,200

Illinois.

Chicago. J. & A. Goldman, manufacturers and retail cigars, petition in bankruptcy.—Alex. Stamm, cigars, bill of sale, $1,000.

Erie. Backinger & Hubbard, tobacco, succeeded by F. M. Edgett.

Iowa.

Alta Vista. Flugga & Lensing, cigars, succeeded by H. W. Flugga.

Cedar Rapids. Jos. Simon, wholesale and retail cigars, succeeded by Jos. Simon & Son.

Lamoni. Watson & Bennett, cigar manufacturers, succeeded by Eversett Teele.

Mason City. Dimmick & Wrate, manufacturers and wholesale cigars, succeeded by F. W. Wrate.

Maryland.

Baltimore. John A. Habercam, cigars and tobacco, closed out.

Massachusetts.

Boston. Geo. W. Dunlap, cigars, chattel mortgage, $2,000.

Cambridge. Thos. E. Morriset, et al, tobacco, etc., real estate mortgage, $500.

Holyoke. Louis Ducharme & Co., cigars, chattel mortgage, $170.

Springfield. Harry K. Davis, cigars, chattel mortgage, $550.

Michigan.

Detroit. Johnson & Foster, wholesale and retail cigars and tobacco, succeeded by Jacob D. Johnson.—James J. Watson, cigar manufacturer, succeeded by Watson & Cochran.

New York.

Albany. Henry Koons, cigar manufacturer, bill of sale, $100.

Ithaca. Charles Green, cigars, realty mortgage, $1,000.

New York City. David F. Whitbeck, of Perez, Rodriguez & Co., cigar manufacturers, retired.

Ohio.

Dayton. J. P. Smiley, cigar manufacturer, sold out to Chas. E. Fry.

Columbus. James Graney, cigar manufacturer, sued $404.

Toledo. John H. Eagan, cigars, chattel mortgage, $150.

Pennsylvania.

Bradford. F. A. Stewart & Co., cigars, etc., succeeded by B. A. Nusbaum.

Philadelphia. Stephano Bros., cigarette manufacturers, dissolved, same style continued.

Stroudsburg. Kintz, Shoemaker & Co. wholesale cigars and tobacco, succeeded by Jacob Kintz.

SPECIAL NOTICES.

OUR OWN BUSINESS BEING rather slack at present, we will make up private brands for jobbers at practically cost price in order to keep our men going. Box 68, care Tobacco World.

WANTED—Position as superintendent or foreman, practical in all branches of cigar trade, long experience in hand, team and suction work; city or country; best references. Address Box 67, care Tobacco World.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"
THE BEST FIVE CENT CIGAR.



A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.



Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.



G.A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.



They are gracious to the nerves-

ALL HAVANA FILLER



Just the thing for the business man who enjoys the constant companionship of a good cigar.
So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.
Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

A Prosperous Store in new New York

The De Lara cigar store of William R. Turner, at 2325 Broadway, is one of the prosperous cigar stores of that section of the metropolis which is very properly called new New York. It is located on the west side of Broadway, between Eighty-fourth and Eighty-fifth streets, and was established six years ago. It was successful from the start. Broadway, from Fifty-ninth street to Fort Lee ferry, used to be called the Northern Boulevard, and up to a few years ago was practically a desert, dotted here and there by some old-time residences that dated back to colonial days. To-day, however, the city north of Fifty-ninth street and west of Central Park is the site of many of the finest private dwellings in the United States and a great number of highest class family hotels. The retail cigar stores in this section have all a very wealthy class of patrons to depend upon, and those who patronize the De Lara store are among the most discriminating lovers of tobacco to be found anywhere in all New York. One of its show cases is filled entirely with the finest sizes of imported cigars, such sizes as retail at from 50 cents to $1 each. Most of Mr. Turner's patrons drop in to make their purchases in the evening on their way home or in the morning on their way to their places of business. The stock he carries will give an excellent idea of the tastes of his customers. In imported cigars his leaders are La Imperial, Africana, Henry Clay, La Carolina, Eden, Pedro, Murias, Bock, Manuel Garcia and Antiquedad. His Tampa leaders are Henry the Fourth and Lilla Mia. His New York made clear Havana leaders are the Don Rodrigo and El Arabe, of Ghio & Rovira. This famous firm also manufactures for Mr. Turner his nickel leaders—De Lara and Key West Rival.

In Egyptian cigarettes the Condax and Egyptian Nameless of E. A. Condax & Co., are especially successful in pleasing Mr. Turner's patrons. Mr. Turner carries a well-selected stock of fine smokers' articles. The interior of his store is as pleasing as its exterior.



ONE DOLLAR SMOKES ARE THE RULE HERE.

E. A. CÁLVES & CO. ◇C◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

WE HAVE NOT
ADVANCED OUR PRICES,
But will be compelled to do so January 1, 1903.
Now is the time to order a stock of
Cigar Mfg. Supplies
That will last you for some time to come.
Remember we make only the Highest Grade of Goods in our line.
Send In Your Order at Once.
The Sternberg Mfg. Co.
1702-12 West Locust Street,
DAVENPORT, IA., U. S. A.

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871.
Manufacturers of High Grade Cigars.
PAY-DAY
DALLASTOWN, PA.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon, Maker, Moundsville, W. Va.
Jobbers, Write for Samples.



BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor, Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited Write for Samples.

JAMES PRANGLEY, Jr.,
First Class Stock Companies Only. Fire Insurance Insurance on Tobacco & Cigars a Specialty.
27 E. Orange St., Lancaster, Pa.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Famous "Anderson" Perfection Elastic Cigar Holder
A cigar dealer's stock is incomplete without them.

Millions have been sold. Write for prices and free sample.
Perfection Rubber Holder Co., Box 398, CINCINNATI, O.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

OPPOSED TO RECIPROCITY.

THE NATIONAL LEAF BOARD AND THE CLEAR HAVANA MANUFACTURERS ACT.

The following communication from the National Cigar Leaf Tobacco Association and the Havana Cigar Manufacturers' Association of the United States have been addressed to Hon. Shelby M. Cullom, chairman of the Committee on Foreign Relations of the United States Senate:

New York, Jan. 12, 1903.

Hon. Shelby M. Cullom,
Chairman Committee on Foreign Relations, Washington, D. C.

Dear Sir:—We hereby enter our protest against the passage of the Cuban Reciprocity Treaty in its present form; because a reduction of 20 per cent. from the present tariff rates applied equally to cigars and tobacco, will not benefit the Cuban producer of tobacco, and will benefit solely the American Tobacco Trust, which controls 80 per cent. of the cigars made in Cuba.

We ask that the provisions of the treaty be amended so as to provide for a uniform rate of duty on leaf tobacco, thus increasing the demand for the product of the Cuban grower, thereby enhancing the value of his product, abolishing the vexatious difficulties with which the trade here is confronted in the Custom House, and making for a continuance of independence in the manufacture of cigars, insuring the fact that all manufacturers will be placed on an equal basis in the purchase of their raw material.

Under the present conditions the Clear Havana industry in this country is certain to make great strides in the near future with the abolition of the present differential rate on leaf tobacco imported from Cuba—the most difficult problem that is to be taken into consideration by the manufacturer in the purchase of his raw material. The industry will of its own impulse advance so rapidly as to insure great and continuous prosperity for the producer of the Cuban leaf essential to this type of cigars. Facilitating the use of Cuban tobacco by the independent American manufacturer can do much more for the prosperity of the Cuban grower than the removal of 20 per cent. of the duty on tobacco. Increasing the number of customers for Cuban tobacco is the one sure means of enhancing its value.

We urge that it should be further amended so that there be no reduction in the duty on cigars, firstly, because the whole benefit of such reduction will go to the product of the American Tobacco Trust, which controls the output of Cuba. There are fifteen thousand cigarmakers in Havana whose wages might possibly be increased by the proposed reduction in duty. There are more than fifteen thousand retailers of cigars in the cities of New York and Chicago alone whose removal from business, now one of the apparent plans of the Trust, will be materially hastened by the passage of such legislation.

Secondly, the proposed 20 per cent. reduction means a reduction of $1.85 per thousand on cigars made in this country of all Havana tobacco, and of $12.00 per thousand on cigars imported from Cuba. We make of this grade 250,000,000 annually, and Cuba makes 200,000,000 annually. Cuba's output is controlled by a few owners. Ours is divided among thousands of independent factories.

We employ, of course, more workmen in the production of these cigars; we pay higher wages. Is it wise to disturb these conditions without even the possibility of benefiting the people of Cuba, and with a certainty of injuring American citizens engaged in the cigar manufacturing business in this country?

We urge upon Congress the importance of adopting a program which will insure to the tobacco trade of this country permanent peace. We have been disturbed constantly by the agitation growing out of the effort to conform to an unenforcible law—the attempt to collect differential rates of duty on Havana leaf tobacco. The trade has been called upon to sacrifice its interests in the case of Porto Rico. The agitation on behalf of Cuban reciprocity has upset the trade for over a year; in fact, ever since the war with Spain, and now a bill has passed the House providing that only 25 per cent. of the Dingley rates shall be imposed upon cigars and tobaccos from the Philippine Islands. We know that the question of duty on Havana tobacco can never be definitely settled until the principle of a uniform rate be conceded. We ask that this concession be made now.

NATIONAL CIGAR LEAF TOBACCO ASSOCIATION.

The appeal wired to Washington by the Havana Cigar Manufacturers' Association, though brief, is couched in equally strong terms, and is as follows:

New York Jan. 12, 1903.

Hon. Shelby M. Collom,
Foreign Relations Committee,
U. S. Senate, Washington, D. C.

Dear Sir:—If the Cuban treaty is to be adopted, a provision for a uniform rate of duty on Cuban Leaf Tobacco is an absolute necessity. A uniform duty of even twenty-five cents per pound cannot equalize the material reduction of twenty per cent. of the duty on cigars as now proposed, which latter reduction will solely inure to the benefit of the American Tobacco Trust and work serious injury to the Cuban tobacco grower, as well as the independent American manufacturer.

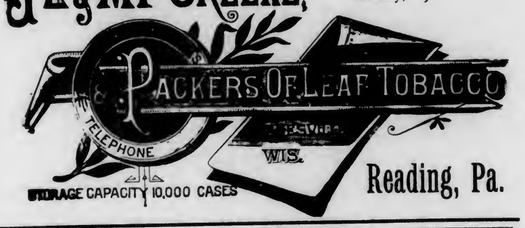
HAVANA CIGAR MANUFACTURERS' ASSOCIATION OF THE U. S.
R A. BACHIA, Secretary.

Wm. Benner, of Macomb, Ill., has opened a new cigar factory in that city.

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.


Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

NEW BRANDS CONSTANTLY ADDED

LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK.



Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,
COLUMBUS, OHIO

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St
BONDED STORES: 182, 186, 188 and 257 Pearl street.

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N.Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.



I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

Notice to the Trade.

ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD **STUFF**

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.

READING, PA.

J. W. DUTTENHOFER.

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

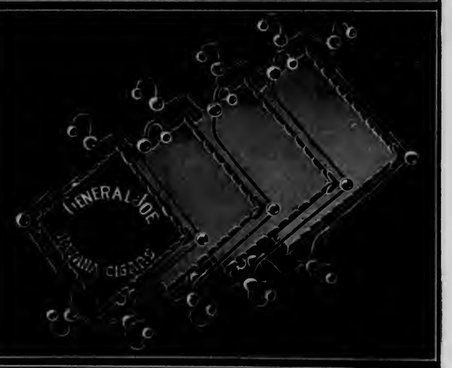
Havana and Sumatra a Specialty LANCASTER PA

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PITTSBURG MIRROR & M'F'G. CO.

MANUFACTURERS OF

TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 55	STYLE 57	STYLE 58	STYLE 59
MIRROR	5 inch	7 inch	8 inch	9 inch
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc Opening Souvenirs

518-520 Seventh Ave., PITTSBURG, PA.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

TO ATTACK COUPONS OF VALUE.

An Important Matter at the Retailers' Convention in Chicago.

Sidney J. Freeman, Robert E. Lane, T. J. Donigan and Jacques Wolfe, delegates to the Chicago meeting of the National Cigar Dealers' Association, returned to New York on the afternoon on January 15.

Mr. Freeman says that at the Chicago convention eighty-six cities were represented and that at next year's convention fully 250 cities will be represented.

A very important resolution adopted at Chicago, which escaped mention in the published reports of the convention, excepting in terms so general that the real purpose of the resolution was not brought out is this: The National Association and all allied bodies and citizens in sympathy with the aims of the Association will represent to members of the United States Senate and House of Representatives that all coupons of value, box fronts, tobacco tags, etc., exchangeable for merchandise are infractions of the currency laws of the United States and Congress is to be asked to enact a law prohibiting this practice.

Mr. Freeman says that the week of time and the money expended by all the delegates to the convention in Chicago have been cheerfully donated to the common cause. The two days' spirit in work by the convention were well spent. The delegates worked in harmony and with a will.

The convention was called to order by Pres. Israel H. Hart on the morning of January 13. About 200 delegates were on hand from the principal cities of the East, Middle, West and Northwest. Edward Kolman, President of the Chicago Dealers' Association was elected temporary chairman. The speech of welcome by I. Latzar was received with ardent applause.

Among the more important topics and subjects touched upon by Mr. Latzar were the following:

"The whole country is aroused against the trusts; the trusts of our trade and of all trades; the trusts which are the oppressors of individualism and of independence; the trusts which have become the curse of this age. You have the honor of being the pioneers of concerted action against one of the most powerful combinations of capital, the tobacco and cigar trust. Your deliberations, your plans of action and the results to flow therefrom are being watched to-day by every thinking American citizen.

There is no class distinction among the people opposing the trusts. The opposition is a movement by, for, and of the people. * * * Men and women of every profession, all feel alike the iron grip of this invisible creation of modern wealth. Once awakened to the deadly danger of this foe of the individual, this enemy of our great Republic, every citizen will arise and the earth will tremble with the indignation of the masses. There will be one shout, "down with all the trusts," and the will of the people will be supreme.

"If you accomplish the purpose for which you have come together * * * you have served your country as the advance guard of that army which is to fight the battle against the enslavement of mankind by mammon. If you succeed other lines of business which are now in danger of being swallowed up by the trusts will fall into line and follow in your footsteps on to victory. You will arouse the consumer by education and make him realize the danger which lies in seductive schemes and seeming cheapness.

"The American people stand for fair play, for free, fair and open competition, which the trust magnates seek to suppress forever. The Cigar Dealers' Association of America stands for the same principles. With the support of the public the tobacco and cigar business will flow through the righteous channels of fair play and open competition. In your deliberations have but one purpose in view: The devising of the ways and means to prevent the tobacco trust gaining a monopoly of the tobacco industry. This monopoly, if once consummated, means higher prices and poorer goods for the consumer and enormous profits for the stockholders of the monopoly. Do not permit yourselves to be drawn into sectionalism as to headquarters or other matters of local and trivial import, or into debates respecting organization and self-government. Elect able, active and aggressive leaders. Bury all questions looking toward disruption, especially if presented by those who in the guise of independent dealers are but emissaries of the enemy. Regard with suspicion him who tries to force upon you matters other than those for the common good of all. Be no sticklers for parliamentary etiquette, but hold this council of war like veterans training for a giant struggle."

The following committees were appointed: On Constitution and By-Laws, Walter J. Joyce, Boston; T. J. Donigan, New York; D. A. L'Esperance, Detroit; Mr. Butler, Omaha; E. L. Smith, Grand Rapids; L. K. Newman, St. Paul; Francis S. Wilson, Chicago; C. S. Bertram, Minneapolis; W. G. Rork, Louisville, and Mr. Kind, Milwaukee. On Credentials, Sidney J. Freeman, New York; John Davis, Chicago; C. J. Holton, Detroit.

At the afternoon session on January 13 telegrams were read from the National Leaf Tobacco Association, the New York Leaf Tobacco Board of Trade, the Cincinnati Leaf Tobacco Board of Trade, the Philadelphia Leaf Tobacco Board of Trade, the Elmira Leaf Tobacco Board of Trade, and the Janesville Leaf Tobacco Board of Trade, pledging the National Cigar Dealers' Association their moral and financial support.

At the morning session on January 14 the report submitted by the Committee on Constitution and By-Laws was adopted and a permanent organization was effected. During 1903 Chicago will be the National headquarters. The National headquarters for 1904 will be decided on at the convention to be held next January. Following are the officers for 1903: President, Thaddeus H. Howe, Chicago; first vice president, Robert E. Lane, New York; second vice president, Walter I. Joyce, Boston; third vice president, C. J. Holton, Detroit; secretary, C. E. Case, Chicago; treasurer, Jacob Barlitzheim, Chicago; Board of Directors, Sidney J. Freeman, New York; W. H. McGrath, Boston; C. J. Holton, Detroit; E. L. Smith, Grand Rapids; E. N. Hazard, St. Paul; R. G. Fisher, Minneapolis; C. E. Butler, Omaha; L. K. Newman, St. Paul; R. E. Lane, New York; T. J. Donigan, New York, and Arthur Bergsch, Joseph B. Adler, H. M. Schermerhorn, Emil Greefen, Albert Breitung and Henry Leopold, all of Chicago.

At the evening session on January 14 resolutions were passed against the reduction of the tariff on Cuban cigars and



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported Leaf Tobacco

YORK, PENNA.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

The Chas. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Heaquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

recommending the passage of a bill by Congress and also by State Legislatures in the various States prohibiting the placing of tags or premium schemes, certificates or gifts in any package bearing United States Internal Revenue stamp. It was ordered that these resolutions be printed in the form of a petition to Congress and largely distributed among the local associations for signatures. Resolutions of thanks to the trade press and the daily press of the country and to the management of the Sherman House and others who had been instrumental in promoting the success of the convention, were passed, after which the convention adjourned.

A Traveling Men's Auxiliary of the Cigar Dealers' Association of America has been formed, of which R. J. Mittelberger, of Cleveland, is president, and Ben S. Austrian, of Chicago, is secretary.

FUSION of HAVANA FACTORIES

American and English Syndicates Combined Under Gustavo Bock.

Havana, January 10.

Considering that the number of buyers from the north is still limited, the transactions in the leaf tobacco market in Havana for the week ending January 10th, may be said to have been fairly satisfactory, as the sales sum up 4000 bales of all growths and classes. Division as to districts show 2500 Vuelta Abajo, 1300 Remedios, and 200 bales of Partido fillers, while according to destination, Havana cigar and cigarette manufacturers have taken 1800, the United States 1500, and Europe 700 bales.

There is no change noticeable in prices, which remain firm and as the stock on hand is by no means excessive, the outlook for the future is still doubtful, as to quantity of the growing crop; in fact, nobody is expecting an abundant harvest owing to the many vicissitudes that castigated the early plantings. Everything seems to favor a steady market with figures as heretofore, or, possibly higher ones, for some special grades that are most in demand, and which are the scarcest. The low classes of Remedios and Vuelta Abajo are still abundant in the market, and as the buyers for the Spanish regie have not been at all anxious to take everything that is offered, on the contrary, have been exacting in excluding all the yellow or worm-eaten goods, besides offering such low figures that most of the holders refused to accept them; the chances for any improvement are not promising, unless the regie buyers should change their tactics ere long.

THE 1903 CROP.

There is not much change to report in the situation of the growing crop in the three districts, or say Vuelta Abajo (and including the Semi Vuelta part) Partido and Remedios. The damage done by excessive rainfalls, overflowing of the low lands near Manicaragua, Santa Clara, Placetas and Camajuani, has been confirmed, and also that the seedbed farms have been nearly all destroyed. For this reason no new plantings are possible and unless the saved portions should give an excellent yield, the chances are that the 1903 crop will also be a very small one in quantity again.

Vuelta Abajo's advices are a trifle more hopeful as regards the planted area, still many acres for want of funds, remain bare and will be unproductive this year. In the Partido region replanting has taken place up to now, and with favorable weather the same crop or more than last year, as regards quantity, may be counted upon. Cutting is progressing in many places and the yield appears satisfactory, although the cost of production has been enhanced through losses of the first plantings and the high cost of seedlings this year.

ARRIVALS IN HAVANA.

Isidore Weibaum, buyer for J. W. Merriam & Co., of New York; Charles Vogt, Jr., members of the firms of A. Pazos & Co., New York, and Jose Santalla & Co., Havana; E. J. Noah, of S. Levyn, Buffalo, N. Y.; G. W. Navarro, of Key West; Max Stern, of Lewis Sylvester & Son, New York; Edwin Sutter, son of Adolph Sutter, of Sutter Bros., Chicago; accompanied by Jacob Lampert, of St. Louis, Mo.; M. Blondeau, the buyer for the French regie, and Don Rufino Cano, of Cano y Hn., of Havana.

FUSION.

The American and English factories have now been all combined under the leadership of Don Gustavo Bock, as chairman of a board of managers which comprise Don Jacinto Argudin, buyer for the Henry Clay, Bock & Co., Limited; Don Pepin Rodriguez, of the H. de Cabanas y Carbaja?; Don Eduardo Suarez, of the Flor de J. S. Murias factory; Mr. E. T. Ware, Don Domingo Villamil, of the Havana Commercial Co.; Mr. Laurence. The offices are at 9½ O'Reilly street, where also the American Cigar Co., is installed, and a new company under the title of the Cuban Land and Leaf Improvement Co., with Mr. J. B. Cobb as president, and Mr. Thomas Corbin as vice president.

HAVANA.

The Cuban Land and Leaf Improvement Company will manage all the landed estates belonging to the above factories, and also took over the 2000 caballerias bought by Don Gustavo Bock a short while ago in the Remates de Guane district. The combined capital of all these concerns is said to be $52,000,000. There are rumors of projects on foot to have this mammoth company do all its business through two special importing companies, one for the United States, and one for Great Britain. While the trust controls about twenty-eight factories, there are, however, still some thirty-six independent factories in Havana, and the latter are ready to compete with the former in producing meritorious articles and thus hope to retain the smoking public's favor in future. All commission merchants here are expected to push the goods of the latter.

The factories of H. Upmann & Co., Romeo y Julieta, Ramon Allones, La Flor de Partagas, Punch, Sol, Viuda de Jose Gener y Batet, Calixto Lopez & Co., Por Larranaga, El Rey del Mundo, High Life, Reina del Prado y Vitalin, and others all seem to have no lack of orders, and are working with all hands, more or less.

DOINGS OF HAVANA HOUSES DURING WEEK ENDING JANUARY 10.

H. Upmann & Co. shipped 800,000 cigar for Germany.

Bridat Mont'Ros & Co. will ship 1,000 cigars, and bought 200 bales of tobacco 500,000 cigars to France for the French regie.

Neuhaus, Neumann & Co., 150,000 cigars by the S. S. Mexico.

Rabell, Costa & Co. sold 500 bales of Vuelta Abajo to city factories and partly also for export to the United States.

Garcia & Co., Don Manuel Garcia had bought a 1000 bale lot of Vuelta Abajo in the country, and shipped a large quantity of Remedios and Vuelta Abajo sold to their United States friends.

Jose Santalla & Co. were sellers of 500 bales of Vuelta Abajo Colns this week.

Leslie Pantin has purchased 360 bales of Remedios.

Ramon Arguelles disposed of 600 bales of Vuelta Abajo.

Sobrinos de A. Gonzalez were buyers of a large quantity of bales for the Spanish regie, but did not wish to state the exact quantity, owing to everything not having been registered yet.

Sanchez y Cueto report 350 bales of Vuelta Abajo as sold.

Suarez y Hn. were sellers of 300 bales of Vuelta Abajo to a local factory.

Bruno Diaz & Co. closed out 200 bales of Vuelta Abajo and Partido fillers.

V. Diaz & Co. sold 200 bales of Remedios.

Elorringo & Co. also disposed of 200 bales of Remedios.

Juan F. Rocha is trading upon a large lot, but has delivered so far only 150 bales of Remedios this week.

Luis Munoz y Hn. were sellers of 150 bales of Remedios.

The following houses sold each 100 bales of Vuelta Abajo and Remedios: Augustin Anton, M. Garcia Pulido, Miguel Gutierrezy Gutierrez, A. M. Calzada & Co., Aixala & Co., and M. Gonzalez.

Cano y Hn. have cut about a third part of their plantations in the tumbadero district, and expect to cut the balance of the matured "matas" on and after the 15th inst.

Silverira & Co., owing to sickness, Don Alberto Catterfeld has severed his connection with this house as manager of their tobacco branch, and Don Fernando Cardenas is his successor. The latter got married on December 20th, to a daughter of the well known physician, Dr. Porto, of Havana.

Arrivals of tobacco for week ending January 10th, 1903:
1982 bales Vuelta Abajo.
111 bales Partido.
2161 bales Santa Clara y Remedios.
Total, 4254 bales.

—Japan has had a governmental monopoly of tobacco for four years.

—The retail cigar dealers of Cleveland, O., are organizing.

FOR THE TRADE
FOR 1903
I desire to call attention to the following, my packings of
FINE OHIO TOBACCO
Consisting of
Mexican--Equal to Havana
Zimmer Spanish, Gebhard, Little Dutch
Finely packed, of the choicest growing sections. Samples carefully sent on application, or can be inspected by calling on my Dayton, O., agent, A. B. LANDIS. Also, large holdings of
PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN
Prices Right. Orders for Samples will have Prompt Attention.
S. L. Johns,
Office:---McSherrystown, Adams Co., Pa.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.


Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.


R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.


F. E. Eberly,
Manufacturer of
High-Grade
Union Made CIGARS
Stevens, Pa.



Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.


Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

CIGAR MOLDS
We offer you the Best Vertical Top Cigar Molds at lowest price.
Full line of Cigarmakers' Supplies.
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

ACTIVE OLD GOODS MARKET

At Lancaster—Tobacco Growers' Association to Hold a Meeting—Trade Items.

Lancaster, Jan. 17, 1903.

The tobacco market was fairly active in old goods, and while no large sales were reported, a number of cases were sold in small lots, and well distributed among the trade. There are several big deals pending, and which have not been consummated up to this writing.

The warning to the farmers to handle their tobacco properly and with care, or expect rejection has had its effect, and been heeded, as a decided improvement is shown in the recent deliveries of the 1902 crop to the warehouses. The National Secretary of Agriculture says in his last report, just published, that he will endeavor to secure an additional appropriation to continue his tobacco experiments in this State. The former ones made here were not satisfactory to our people any more than to the Government, and left the results in a very uncertain and indecisive state. The experiments were tried only one year, and with one kind of tobacco.

The Lancaster County Tobacco Growers' Association will hold a meeting in Grand Army Hall, this city, on Monday, January 19, to which all persons interested in tobacco culture are cordially invited. Subject for discussion, "Rib rot and green mold, with which 1902 crop is affected."

Revenue Collector Hershey, of the Ninth District of Pennsylvania, has been informed by the Department at Washington that manufacturers of tobacco, desiring to use stamped tin-foil wrappers, may forward estimates of the amounts they severally desire printed, for early use, to him, giving the number and denominations of the stamps desired.

The stock and fixtures of the Havana Cigar Co. were sold at public sale, Thursday, the 15th inst. Among the stock sold were 85,000 unstamped cigars and a large quantity of labels. The sale realized about $800.

The Lancaster Leaf Tobacco Board of Trade has called a meeting for "general business" to be held at Martin's Hall, Monday evening, January 19, at 7.30 p. m. during the past week.

The following visitors were in town: L. R. Eisenbrand, representing L. Bamberger & Co., Sol Loeb, of Loeb, Swartz Tobacco Co.; H. S. Myers, of Young & Neuman; and H. S. Springer, of Geo. Schlegel, all of Philadelphia; Mose Meyers, of S. Auerbach & Co.; T. Bixby, of J. Cohn & Co.; Hugo V. Altschul, of A. Cohn & Co.; and Ike Bach, of Elias Bach & Co., all of New York; Anselmo Martin, of A. F. Rice & Co., Boston Mass.; Gus Newahl, Altoona, Pa.; Chas. W. Potteiger, Reading, Pa.; W. W. Stewart, Newmanstown, Pa.

YORK LEAF MARKET

Fairly Active, and the Future Bright—Trade Notes, Personals, Etc.

York, Pa., Jan. 19.—Business in the York leaf tobacco market last week was fairly active. Although there has been no indications of a boom since the opening of the new year, yet there is nothing to discourage the dealers; on the contrary, the future looks very bright, and packers, jobbers, dealers and manufacturers are looking forward with much anticipation for still greater prosperity than they enjoyed during 1902. There were a number of sales of leaf during the week, none very large, but so distributed to show that tobacco is needed and will be needed in large quantities during the year. The prices remain firm and unchanged.

Owing to the very cold weather that prevailed last week, the receipts at the warehouses of tobacco were small. There is still a quantity of the 1902 crop in the growers' hands, who have been holding off in the hope of higher prices.

Some of the cigar manufacturers whose places of business are located along the free rural mail delivery routes, are very much dissatisfied with the service. Their greatest "kick" is because they get their mail once a day, and one large manufacturer told me it now takes four days to get stamps from the York internal revenue office. He says that before the rural mail delivery route was established that he could order stamps and receive them inside of twenty-four hours.

D. H. Minnick, Deputy Revenue Collector, with headquarters in this city, has been notified by the Internal Revenue Commissioner that manufacturers of tobacco desiring to use stamped tin foil wrappers may forward estimates of the amounts they severally desire printed for early use to him, giving the number and denomination of the stamps desired.

I. S. Marks, a well-known cigar manufacturer of East York, intends to retire from business. He is now offering for sale his stock of tobacco, consisting of wrappers, binders and fillers and cigar moulds, benches, presses, tc.

Hostetter & Able, the recently organized leaf tobacco firm, is doing a nice business. They handle all grades of goods, but make a specialty of shade grown Sumatra leaf in bales.

York retail cigar dealers report a big slump in trade since the holidays. They explain the present dullness by saying that many of their customers are now smoking up the cigars they received from friends as Christmas gifts.

The following firms in this vicinity have been granted registered trademarks for cigar labels: Keystone Chemical Company, Hanover, "Catawba Crooks;" E. H. Neiman, Thomasville, "Boston Beauty;" J. F. Sechrist, Holtz, "Ho Do, Bill," and "Ho Do, Bill Crook;" E. C. Bollinger Company, Mc-Sherrystown, "Bekers' Union Special."

A. C. Frey, one of the leading manufacturers of Red Lion, reports having received a number of large orders for his "La Cabeneo" cigar. Mr. Frey has had a prosperous and busy year.

The Abbott Cigar Company, of Abbottstown, will unionize its factory. Since the new year the company has added a number of cigar makers to its force.

H. F. Kohler, the leading cigar manufacturer, of Nashville, reports an increase in the demand for his goods. He has recently put a number of new hands to work and has also started a number of apprentices to learn cigar making. Mr. Kohler is still looking for more help.

Several prominent business men of Hanover have formed the Hanover Cigar Company for the manufacture of union cigars. The firm has leased the Bowman factory in the rear of York street, which will be under the management of H. H. Trone and Harry Egger. This is one of the best equipped cigar factories in Hanover. The place is fitted up with steam heat, elevators and all other conveniences pertaining to the business. The new factory will begin operations next week. George W. Bowman will move his cigar factory from its present location to a building in the rear of Baltimore street.

Mr. Robert Grannat, of the firm of Gillen & Grannat, leaf tobacco dealers, spent the week in Reading and other portions of Bucks county.

BRIGHT TRADE OUTLOOK

Is the Report from Busy Reading—Business Changes, Trade Notes, Etc.

Reading, Pa., Jan. 17, 1903.

The tobacco and cigar trade opens for 1903 in Reading and vicinity with a very bright outlook. The factories have all resumed operations and have plenty of orders on hand. There are at present 295 cigar factories in active operation in this division, comprising the counties of Berks and Lehigh. The outlook for the year showed a big increase over 1901. A still larger gain is expected to be made in 1903.

Bondy & Lederer, cigar manufacturers, at Allentown, are about erecting a factory at that place, which will employ 500 hands. Last year the firm manufactured seventeen million cigars, being the second largest factory in the district.

Isaac Goldsmith has assumed the entire cigar manufacturing business of Keller & Goldsmith. He will continue to manufacture the firm's leading brands. He filed a new bond as a manufacturer. His former partner, Joseph W. Keller, has also opened a factory. He gave a bond in $500.

Thomas J. Hiester, filed his bond for a cigar factory, which he opened last week at Schubert, Berks county. He starts with a half a dozen employes.

The business of Hildebrand Bros., cigar manufacturers, has been assumed by P. H. Hildebrand, who will continue to manufacture the Colonial Orator and the firm's other leading brands.

J. G. Hansen reports that his January business is away ahead of the same month last year and says prospects were never brighter. He sends a large block of his output through the West.

Charles E. Annan has completed making a number of improvements to his store. A handsome Brunswick-Balke pool table has been added. The store room has been given a general overhauling and the stock replenished.

The Colonial Cigar and Tobacco Company, conducted by Morris & John Taylor, sold the goodwill, stock and fixtures of the business to James M. Gilbert,

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.


E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

FOR SALE BY ALL DEALERS


MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. Investor—5 Cents
Phares W. Fry, Lancaster, Pa.



Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs
Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels
TELEPHONE.
Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc.
Tilden, York Co., Pa.

who took possession at once. Mr. Gilbert has engaged Arthur Glassmoyer as salesman in charge of his new business place.

Morris Taylor has secured a position as traveling salesman with the A. R. Dunn Cigar Factory, of Easton.

Cigar Manufacturer E. E. Kahler reports having turned out over 7,000,000 cigars during last year—a big increase over 1901. This year he expects to do even better. His factory is running day and night and some difficulty is experienced in getting help.

The cigar factory of Stewart, Newberger & Co., is one of the busiest in the city. Last year over five million cigars were turned out and the outlook for 1903, they say, is exceptionally bright.

Joseph P. Meyer has disposed of his business to Thomas White, formerly of Lancaster, who took possession at once. Mr. Moyer has decided to retire from business.

George Meiran has opened a cigar and tobacco store and has fitted out his place in a neat and attractive manner. He carries quite a large stock.

O. S. Seidel has taken charge of the cigar store and pool room formerly conducted by J. A. Donnahower. He contemplates making a number of improvements to the place.

WISCONSIN BUYERS BUSY

Assorting and Packing—The Janesville Association Passes Resolutions—Trade News.

Janesville, Wis., Jan. 17, 1903.

The majority of the buyers throughout the state are so busily engaged in assorting and packing their purchases made several months ago that they are paying but little attention to the tobacco remaining in the hands of the farmers. There are seventeen warehouses assorting in this city, and three more will start up next week, the new ones being J. Friedman & Co., R. G. Merrill and J. A. Decker.

There are now over 900 people employed in the assorting rooms, and that number will soon be increased to over 1,000. This is the largest force ever employed at one time in our warehouses, and there will be steady work for this large force for over four months and probably longer.

It is probable that not far from 40,000 cases, and doubtless more, 1902 will be packed in this market, and 12,000 to 15,000 will be packed in other cities by Janesville buyers.

Janesville buyers have bought more 1902 tobacco, than have the buyers of any other market in the state, placing Janesville in the lead in this matter.

At a special meeting at the Janesville Leaf Tobacco Dealers' Association, held Monday evening, a resolution was passed endorsing the scheme of organization of a National Retail Dealers' Association, and two delegates, E. M. Calkins, secretary of the association, and John Soulman were chosen to represent the local leaf men at the convention held in Chicago, January 13-14, at which there were 300 delegates from all parts of the country, and the greatest enthusiasm prevailed.

There is a strong feeling growing in this city in opposition to trust made goods, and the consumption of the same is quite limited.

In old goods sales are still few and far between, except the usual list of small sales, L. B. Carle & Son sold 85 cases 1900 and 1901, and F. S. Baines sold 60 cases 1901.

L. B. Carle and Geo. H. Rumrill were re-elected directors of the First National bank this week.

D. Ritter, representing Schnader, Reirs & Co., of Chicago, was in the city this week, in quest of old goods.

L. Weil and Son, E. J. Weil, of New York, are in the city looking after local interests.

J. Friedman & Co., sampled 600 cases of 1900 this week.

G. B. Neddles was in Rio, Thursday, opening his assortment room in that town.

PACIFIC COAST NOTES.

Slow Shipments Complained Of—Business Changes, and Trade Notes.

San Francisco, Jan. 13, 1903.

A number of wholesalers and jobbers on this coast are somewhat uneasy on account of the fact that shipments which should have been here for the holiday trade are still on the road. The railroads have been so slow in handling the traffic that much comment is heard on all sides.

The wife of C. Michalitschke presented him with twins, both together weighing only seven pounds.

The three clerks with C. Michalitschke each received $60 as a Christmas gift.

Arthur Glass, one of the most successful traveling men for the cigar department of Tillmann & Bendel, wholesale grocers, has started on his regular trip to Arizona.

George N. Gate, an old Grand Army man, is going into the cigar business. He is looking for a good location and will secure a place in the wholesale district if possible.

J. E. Crumb and J. Miers, proprietors of the Majestic Cigar Store, have already worked up a trade for their stand, which they started three months ago, that they expected would take a year to develop. Robert Donahue, the well-known man who was with the Union Ice Company for eighteen years, is in charge of the stand. The proprietors expect to introduce a brand of cigars of their own in the near future.

The Auzerais Cigar Stand had the best Christmas trade experienced in three years, and this was particularly in box goods.

Herbert Meyerfield, well known in liquor circles, has just begun his career in the tobacco world as a traveling salesman for S. Bachman & Co.

The S. S. S. or Sonnenberg's Segar Store is likely to be moved within a few months to a location as yet undecided in the wholesale district. Albert S. Sonnenberg, with his brother, J. S., as silent partner, has worked up a thriving business in the eight months of the existence.

Milton Moser, formerly with Henry Harris & Co., has taken a position with A. J. Prager & Sons' department store in the cigar department.

J. N. Ruth, formerly with the Continental Tobacco Company and the American Cigar Company, has acquired an interest in the Cohen-Feintuch Mercantile Company. J. C. Cohen will leave shortly for the East to secure new lines, and will be for a few weeks at the Herald Square Hotel, New York.

H. Gelder has started on his Northern trip for E. Goslinsky & Co., dealers in leaf tobacco and cigars. The company has just received a large shipment of the Zimmer leaf tobacco and it well pleased with it.

T. Rinaldo, of Rinaldo Bros. & Co., will start on a buying trip to New York on the 18th of this month.

The Red Seal Cigar Factory is a union factory whose goods are meeting with increasing favor. At their annual meeting on the 9th of this month it was noted that the average sales during the year were $50.27 per thousand, which shows a good grade of cigars. Last month 177,875 cigars were sold from the factory, to say nothing of numerous boxes sold and not entered on the books. A year ago there were twenty-seven men employed, and now there are thirty-two. Seventeen years ago the factory was started by a number of Eastern boys, who came out in the second of the three trainloads of cigar makers, who came here at that time to replace the Chinamen. At that time the cigars they made went to pay their hotel bills. Valentine Laplauch is the only one of the ten original owners who is still with the factory.

F. Wertzer, agent for Amsterdamer houses in Sumatra, has a desk temporarily in the offices of M. Rosenshine & Bro., dealers in leaf tobacco.

B. R. Jones is spending a short vacation at Los Angeles.

M. Eisenberg, of Cincinnati, was here for a short trip, and while in this city visited the leaf dealers.

Kohlberg & Co. have received three carloads of 1901 Zimmer leaf tobacco, and considers it the finest goods of this class that they have ever handled. They also received a shipment of very fine Connecticut Broad leaf and prime Havana wrappers.

S. Siebenhauner, manufacturers' agent for cigars and tobaccos, is away on a trip to Los Angeles.

L. A. Sawyer, manager of the San Francisco branch of the Las Dos Naciones, Mexican cigars, is now receiving large shipments of goods and is putting on new salesmen.

L. Ehrman, of Ehrman Bros. & Co., will make a trip to Stockton this week.

Herman Heymann's new deal on Duke's Mixture and Seal of North Carolina, is said to be the direct result of the growing popularity of new brands of similar tobacco.

Ches. Taylor, of the firm of Taylor & Murrell, cigar dealers, of Fresno, Cal., was in Point Richmond, the thriving new terminus of the Santa Fe R. R., just across San Francisco Bay, this week, looking for a business location. He was disappointed at not finding a store vacant, and will return in a few days and investigate further.

Brownlee & Steltz have bought out R. W. Lloyd's cigar store at Palouse, Wash.

J. A. Devlin has started a cigar factory at Pendleton, Oregon.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Few sales have occurred. The only reason assigned is that the growers are asking too high prices, and the packers are unwilling to buy unless at certain rather low figures. So they endeavor to give the market a black eye, and hard stories are told in the expectation of compelling the growers to sell at the figures fixed by the packers The result is that many growers will assort and pack their own leaf If the growers will but take hold of this plan in real earnest, and, when the packer comes around, make no terms with him, unless he offers according to sellers' views, let him move on. The fact is the stock of old goods is in limited supply and every sprig of it is needed, and there is not enough to go around The men engaged in the tobacco trade are largely of foreign birth, and they are in it to beat the growers. If the grower cannot do the work, there are plenty of competent men to assort, pack and sell the leaf. No doubt there are honest, fair men in the packing business, some of whom the writer knows, but they seem to be in some such company as poor Tray was.

Our correspondent writes:

"Suffield: "A flood of buyers are here looking generally for cheap goods. A few sales at reasonable prices have been made; 12 tons at 18c, 8 acres at 18, 6 acres at 20c, 6 acres at 17c, 9 acres at 17¼c and 4 acres, at 15c all in the bundle. They are trying to buy good crops at from 10 to 14c."

Hadley: "Quite a number of our best growers are making arrangements to sort and pack their own crops, or putting it in other hands to do it for them.

Conway: "The tobacco trade is very quiet here. I only hear of one sale of late; A. J. Patterson sold to Mr. Foulke 3 acres at 11c in the bundle."

North Hadley: "Buyers are taking an occasional crop at 10 to 18c. A few that sold early at fair prices are delivering their goods at reduced prices. One grower sold at 18c, but had to take 15c, the buyer telling him to accept that figure or keep the goods. He accepted. The workmen who are sorting this crop say it is a fine one."

From private letters and other sources we learn that there is quite an impetus to the growing of shaded tobacco this coming season. Lumber is being cut and gathered for this purpose, and it is expected that the growers assembled at Hartford, at the New England Tobacco Convention this, will gather much information. One man who last year had shade for 3 acres, and who grew 15 acres in the open, is to cover it all with cloth this year And there are similar reports of largely increased acreaged in many of our towns throughout the valley. It seems that to go a little slower would be better. There is a limit usually that prudent folks respect —American Cultivator.

BALDWINSVILLE, N. Y.

The local market continues inactive, although one or two sales are reported. H. G. Taussig, Albert Kraus and I. Frankel were here from Weedsport last week and inspected a number of crops in this vicinity, but no purchases are reported as having been made by them. A. Heinke is in the market for the new crop if of good quality. He has purchased James Mc Namara's crop at 10 cents assorted. Mr. Heinke's warehouse started up Monday with about 25 assorters, who are handling the tobacco recently purchased in Ohio. No shipments have been made during the past week from the warehouses —Gazette.

EDGERTON, WIS.

A slight revival of the buying of last season's crop is developing. though but few dealers are riding as yet, and no great volume of trading reported.

The receiving points throughout the growing sections are becoming busy places now a days as the deliveries are quite general. Monday was the first big receiving day in this market, when more than 200 farmers' teams were unloading at the cars and different warehouses.

The old goods market has no new features, with a moderate business in small lots to manufacturers the leading trade. Chambers & Owen have disposed of the last of their 1901 packing to Detroit and Cincinnati manufacturers

Warehouse handling is now in pretty full operation and the help getting familiarized with the work that bids fair to last for several months to come.

Shipments 1,684cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 579 hhds; all new crop; offerings on the breaks 30 hhds; mostly new crop; public and private sales, 48 hhds; mostly old leaf, for which the market was firm and unchanged Prices for new tobacco were not up to the expectations of sellers and rejections were full.

The weather has moderated and deliveries to the prizing houses and loose tobacco warehouses have been larger.

The loose tobacco market continues firm to strong at full prices. The outer world seems not yet informed that nearly every stemmery in the West is closed, as pressing orders come in weekly for stems, of which there are none to be had; they would bring fancy prices if any could be found.



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"Match-It" Cheroots
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The ORIGINAL and ONLY GENUINE
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THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

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THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods and Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
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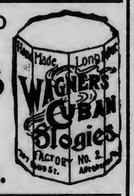
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Vol. XXIII., No. 4
PHILADELPHIA, JANUARY 28, 1903.
TWO DOLLARS PER ANNUM.
Single Copies, Six Cents.

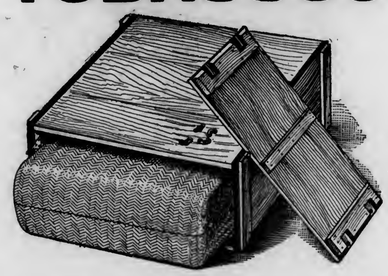


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THE TOBACCO WORLD

SIGNIFICANCE OF THE RETAILERS' REVOLT.

By SIGMUND ROTHSCHILD, of Rothschild & Bro., of New York and Detroit.

No one who attended the National Convention of Retail Cigar Dealers' Associations in Chicago, on January 13 and 14, is likely ever to forget either the unanimity of sentiment prevailing there or the entire seriousness of the proceedings. It was a thoroughly business-like convention called for the purpose of discussing in a sober way oppressive conditions created and kept alive by the aggression of the trust. Those who went to Chicago were animated by the same spirit, which I may describe at once as a genuine American determination to retain their manhood and their independence against a corporation which menaces both.

What the convention did has been told in the tobacco trade papers. What the independent retailers of the United States are going to do under the leadership of Mr. Howe and his associates in the National Board will become more and more plain as time goes on. My own conviction is that the movement will be steadily progressive and successful. It will be progressive because it is an American movement, and it will be successful because it is righteous.

There are in the United States at least one million places at which cigars and manufactured tobacco products are on sale at retail, and this is a conservative estimate. From 1890, when the trust was formed, until only a few months ago when the operations of the United Cigar Stores Company arm of the trust began to be hurtful to independent retailers in New York, Chicago, Boston, Detroit, and many other cities, all the people who sold chewing and smoking tobacco, cigarettes and snuff, were just so many unsalaried sales-agents for the trust. They bought and sold the trust's goods, they were carefully kept informed of all new deals, rebates, discounts, commissions, etc., and read with interest every prospectus and proposition coming from the trust's headquarters. In short, it was only through the co-operation of the retailers of the United States that the trust has become the rich and powerful corporation that it is to-day. It must seem, I think, to every unprejudiced person, that the trust's wisest plan would have been to hold the good-will of its scores of thousands of retail patrons, instead of which it has succeeded only in antagonizing and embittering them. Its denial that it is, in fact and truth, the owner of the United Cigar Stores corporation is not taken seriously either by the retailers or by the public, and the more and finer the stores opened by the United Cigars Stores Company the stronger grows the conviction in the minds of both that the vast sums required for this company's operations are supplied from a common treasury at 111 Fifth avenue.

The grievances of the independent retailers of cigars and tobaccos are perfectly understood by the public. What the public is learning now is that the trust has not got a monopoly in the manufacture of smoking tobacco, cigarettes and snuff, for it is a fact that the salesmen in the stores of the independent retailers are constantly dinning it into the ears of the consuming public that the chewing and smoking tobacco, cigarettes and snuff of independent manufacturers are just as deserving of their patronage as are trust products. Educational talk like this was not heard in retail cigar stores from 1890 down to the time only a few weeks ago when the revolting retailers began the campaign which has already resulted in so much good.

As a manufacturer of cigars the trust has not now, nor can it ever have, anything like a monopoly, yet it is precisely because the trust seems to aim at securing a monopoly of the cigar business of the United States and Cuba that it has succeeded in arousing organized opposition among the retailers. I have had as long an experience among cigar manufacturers in the United States and in Cuba as any man now living. I have watched every step of the growth of the industry from its insignificant beginning up to its present triumphant position as one of the most important industries of the country, and to my mind the most glorious vindication of the stability of this industry is the fact that it has developed most vigorously during the past two years—the very period, in one word, when the independent manufacturers have had to meet the competition of the trust. The wise American spoke truly who said the best way to judge the future is by the past. Looking toward the future through this horoscope, and bearing in mind at the same time that the present retailers' revolt is truly significant of a manly determination to maintain their independence, I give it as my deliberate judgment that the coming years will prove happy and prosperous, not only for the independent cigar manufacturers and retailers, but also for the independent manufacturers of chewing and smoking tobacco, cigarettes and snuff.

Sigmund Rothschild

HINSDALE SMITH & CO'S. BURN TESTER.

Hinsdale Smith & Co., the well-known importers of Sumatra and Havana and packers of Connecticut leaf tobacco, of 125 Maiden Lane, New York, have presented to each of their customers an automatic contrivance for testing the burn of cigar leaf. It is of wood with six rubber lined receptacles for holding cigars. The air power for inhaling and expelling the smoke is supplied by a rubber bulb which may be operated by hand. The device, which is very simple and intelligible to those who use it is also a great saving of lung power.

TRUE TOBACCO ROMANCES.

V.—How Things Do Get Into The Newspapers.

One day about five weeks ago, Mr. A. Shack of 133 Front street, New York, who has been a tobacco merchant in that city for the past fifty years and over, narrated to the Tobacco World's New York correspondent a little story of how he was almost swindled out of the trifling sum of forty-five cents, by a very ingenious and inventive confidence operator in precisely the manner described in the story appearing below which was printed in the Philadelphia Ledger only the other day. The difference between Mr. Shack's experience with the confidence man and the experience with the same individual, or his double of the unnamed Philadelphia tobacco merchant of the Ledger story, is that Mr. Shack did not lose his money. To Mr. Shack the swindler gave his own name as Charles D. Irwin and the lawyer in Chicago who he said would remit the money of the conscience stricken debtor of 1872 was one Henry Y. Farwell, of 112 Dearborn street. Mr. Shack wrote to that address on October 30, 1902, but his letter was returned by the post-office because the addresser could not be found and Mr. Shack has not since seen Charles D. Irwin, but if you want to learn how much trouble some swindlers will take to get a trifling sum just read the story as it appeared in the Ledger. Here it is:

An old Philadelphia business man tells of a very ingenious and elaborate scheme lately practised upon him which had for its object the gaining of just 45 cents. The game was a new one in his long business experience, he says. This is his story;

"I came into my office a few afternoons ago and found a man sitting at a table writing. He rose as I entered. 'This is Mr. X., is it not?' he asked. I told him it was. 'I was just writing you a note,' the man said, 'finding you out and not knowing when you might return. Were you not in the tobacco business in '72, and did you not have your offices at such and such a place and your residence on such a street and at such a number?' I had been in the tobacco business at the time mentioned, and the addresses he gave were correct. I told him as much.

"'Well,' the man went on, 'I have a friend in Chicago, a lawyer, who has a client who is a very wealthy man. This man says that in '72 he was living in Philadelphia and bought from you a bill of goods. Soon after this transaction he had the misfortune to kill a man in a difficulty, and had to move west and change his name. He has prospered under this name and made a fortune, but now his conscience is troubling him about the bill he owes you and has never paid. With the accumulated interest it amounts at this date to $157.13. He has requested my friend to find you out and settle the matter, and my friend, anxious to satisfy his client, has written to me for assistance.

"'I have made inquiries and found you out. Now, if you will be good enough to write to this address,' giving a number in Dearborn street, Chicago, 'my friend A. will take it as a great favor and will pay you the money.'

"The man's story was straight enough, and he had the facts about my business and residence as pat as could be. I told him I remembered nothing about the bill, which must have been a very small one before the interest began to compound; and if the money was really owing to me I should, of course, be glad to receive it. I agreed to write to the address he had given me and say as much to his lawyer friend with the wealthy and conscientious client, and I added something about the possibility of his expecting a commission for his services in the affair. No, the man said, he was not doing it for money; the lawyer in Chicago was his friend. However—it was hardly worth mentioning—but to obtain the addresses in old directories he had spent a matter of some 45 cents. I might, he said, if I chose, reimburse him for his actual expenses.

"I gave the man 45 cents," continued the old merchant, "and as soon as I had given the money it occurred to me that the whole story was a fake. I hadn't thought of it before. The man was not especially well dressed, but he was not badly dressed, either, and he looked intelligent and talked well. I told my chief clerk about it as soon as the man went out, and instructed him to write in my name to the Chicago address. The letter was returned in a few days by the postal authorities. The address was fictitious.

"I shall not,' concluded the old gentleman, 'give another man 45 cents on the same story, but it was probably the insignificance of the sum that saved the game for this fellow. If he had made it any larger I might have had my suspicions before instead of after."

SOL WATERMAN TO WED.

An engagement of marriage is announced between Sol Waterman, representing the well-known leaf house of Max Gans & Son, of 197 Water street, New York, in Pennsylvania and the East, and Miss Anna Blickman. The engagement reception will take place on February 21, at the Wilhelmina, corner 116th street and Seventh avenue, New York.

SAW THINGS.

A leaf salesman—and he's rather a short, robust one, with a place on the top of his head where the hair ought to grow very vacant of hirsute appendages, a leaf salesman from down by the Chesapeake furnished considerable amusement last week when he visited some Arch street friends, Philadelphia.

"Gee! I haf a big het on me already yet this morning," he announced.

"So? What have you been doing?" inquired the broker.

"Drinking too much?" queried the oil man.

"Nein, nein!" answered the leaf drummer. "Last night I eat too much sauer grout und weiner wurst; I go to bed; Gott in himmel! I see roosters und terripins, and vat you think? they all got the measles!"

They hope to induce him to sign the pledge.

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HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY

Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra **Tobacco**

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IMPORTERS OF

DEALERS IN LEAF TOBACCO **HAVANA**

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BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in ***LEAF TOBACCO***

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LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

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Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.



J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in **LEAF TOBACCO**

Young & Newman, IMPORTERS of Sumatra & Havana

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.* Y&N

WHAT $1.00 WILL DO.



The subscription price to **The Tobacco World** has been reduced, and is now only $1.00 per year. It is the first and **only tobacco paper in the world, published weekly at One Dollar the year.**

Subscriptions are **payable invariably in advance,** and remittances may be made by bank check, post office money order, or in postage stamps. Foreign rates are $2.00 per annum.

The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.

2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.

3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.

4. **The Tobacco World** is always the first to give **the news.**

5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.

6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.

7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.

8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."

9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.

10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

To secure **The Tobacco World** for one year fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

Established 1881. Incorporated 1902.

THE **TOBACCO WORLD**

Conducted by
GEORGE A. SCHUTTE.
Published every Wednesday
By the
TOBACCO WORLD PUBLISHING COMPANY
224 Arch Street, Philadelphia.

JAY V. KROUT, President and General Manager.
HENRY C. McMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

Subscriptions Payable in Advance.

One year, one dollar; six months, seventy-five cents; single copies, five cents.
In all countries of the postal union, $2 per year, postage prepaid.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, 224 Arch Street, Philadelphia, Pa.

...GIVE . THE . BABY . A . NAME...



REGISTER YOUR NEW BRANDS
WITH
THE TOBACCO WORLD.

Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th, and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize-winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands" fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

Name .....

Street and No. .....

City and State .....

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications.

Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

INDIAN TRIBAL PIPES.

Indianapolis, Ind., Jan. 24, 1903.

Dear Medicine Man:

I have preserved among my clippings a description of the eminent Indian tribal pipes collected by Charles F. Artes, of Evansville, and I send it you enclosed because of the interest I know you take in all things pertaining to your own race. It may be, too, that your readers, because of the good will they bear you, will be pleased to read the description of Mr. Artes' collection and to preserve it in their scrapbooks, as I have preserved mine:

One of the rarest pipes in Mr. Artes' collection is a large black steatite, carefully modeled in the form of a bird with outstretched wings. This was plowed up at Crump's Landing on the Tennessee river in 1840 and remained in the possession of Farmer Crump until purchased by it's present possessor. The wings of the bird, from tip to tip, measure eight inches, and the distance from its beak to the tip of the tail is nine inches. Projecting up from the center of the back is a large circular bowl. The rarity of the design, the unusual size and the remarkable color and finish of this pipe render it a most enviable specimen. Like all the large calumets, or peace pipes, this was a tribal belonging. Only the smaller individual pipes are found in the graves along with the remains of those who used them.

"It is probable that nearly all of the tribal pipes, which are generally found near the surface of fields, when they are turned up by the plow, were dropped in the course of fights or marches by the chiefs or medicine men having them in custody.

"Another tribal pipe in this collection, which is a marvel of workmanship, is in the design of a fox bearing upon its shoulders a shallow bowl. The material of this wonderfully symmetrical specimen in dark green steatite, which has a high polish. The savage who fashioned this exquisite "totem" was a master workman, and it is easy to believe that his native gifts would to-day place him among the foremost sculptors. This prize was brought to light by a gang of laborers who were engaged in building a turnpike near Bowling Green, Ky., about twenty-five years ago. The length of the pipe is twelve inches.

"One year before the outbreak of the Civil War a colored girl was plowing in the fields near Island Station, Ky. Suddenly her plow struck an obstacle, and a moment later she screamed, leaped out of the furrow, and ran to the plantation home. There she found her master, Harvey Stroud, and told him that she had plowed up a "queer animal" which she was afraid to touch. Mr. Stroud accompanied the frightened girl to the plow, where he found a "double eagle" Indian pipe fully a foot in length. This is now one of the gems of Mr. Artes' collection. Each end of the pipe is ornamented with the carefully wrought head of an eagle and the sides are marked with the relief of the wings in conventional design.

"The imitative talent of another ancient workman is displayed in a fine model of a duck done in green stentite, handsomely polished. It is the only specimen in which the image is designed to front the smoker. In all other cases the sculptured object looks away from the person using the pipe. This was exhumed from the bank of Green river, Ky.

"A grotesque and finely executed conceit is the owl pipe resurrected from the Cumberland district of Tennessee nearly fifty years ago. Its distinctive peculiarity is its crescent form, which gives it the general shape of a chair rocker, the tufted ears of the bird being higher than the bowl of the pipe. The color of this unique pipe is dark brown.

"The individual pipes are far more dainty in form and are frequently more exquisite in their workmanship than the large tribal affairs. These are generally found in mounds, stone graves and other burial places.

"Pasey county, Ind., has furnished Mr. Artes with his most valued examples of the individual Indian pipe. It is ornamented with a bird's head and its material is most unusual, bing white limestone. But its most remarkable feature is the presence of small copper eyeballs firmly imbedded in the eye sockets. This characteristic is so rarely found that it renders the specimen almost priceless from the viewpoint of the enthusiastic collector.

Another tiny pipe, three and one-half inches in length, is conspicuous by reason of its delicate and elaborate modeling. It is one of the few specimens in which the image is the pipe bowl, the general rule being that the bird or animal is either an appendage to the bowl or is placed in the position of supporting the latter. The frog in this case, is in an attitude of repose upon a small slab. Black talcose slate constitutes the material of this fine piece, which was found in Warwick county, Ind.

"Another white limestone pipe in this collection was exhumed from the Major Mound, in Henderson county, Ky. Its design is almost identical with the one of the same material which has the copper eyes.

"Among the smaller specimens are several which are made of pulverized mussel shells and clay, a composition usually referred to by collectors as terra cotta. One of these pieces represents a bird in a standing posture. The frog is the favorite emblem of the personal pipes.

"The Mastodon," said Mr. Artes, "is the rarest of all effigies ornamenting Indian pipes. I know of only one example of its kind. That is in the museum at Davenport, Ia.

"I am fortunate enough to have picked up a tribal pipe which has a well-shaped face of a lion. This was unearthed at Portage, Mo. Images of bears and panthers are by no means so common as might be supposed. Many of the plain pipes of the conventional 'calumet' design are very beautiful. Some of these in my collection are of remarkable size, holding fully a half pound of tobacco. Pipes which are built upon the base-curve principle are much sought after by collectors."

***

ATA KELLAR.

A Brief History of Tobacco Growing in Lancaster County, Pa.

The following brief historical sketch of tobacco growing in Lancaster, Pa., is in response to a request of a tobacco importer in Bremen, Germany:

It was not until 1850 that Lancaster county farmers began to talk of the cultivation of tobacco as an important factor in the domestic economy of their district. The theory that tobacco rapidly exhausted the soil and ruined it for growing any other crop had been generally accepted as true among them, and they were slow to jeopardize the value of their land by giving it up to such a crop, although that crop might yield returns tenfold those of anything that were then growing. Such a result to soil had been a fact to all tobacco-growing sections, but it remained for the venturesome and practical Lancaster county farmer to demonstrate that the depletion of soil by tobacco culture was not necessarily a result of that culture, but was due to careless, unsystematic farming—to the attempt to run a farm or plantation on the mistaken theory that there is more in the land than there is in the man. They demonstrated by practical results that tobacco not only should not rob the soil, but if properly treated by fertilizers and wise rotation in crops the land actually should improve under tobacco cultivation. By the Lancaster county system of tobacco raising the land given up to that crop has not only not reduced the quality or value of other farm products, but has actually increased them, at the same time adding $2,000,000 to the sum total of the yearly agricultural yield of the county through the medium of the tobacco market.

While the planting of tobacco properly became a regular pursuit in Lancaster county in 1850, it was not until 1860 that its importance was fully recognized, and farmers engaged in it systematically and extensively. There are no statistics of tobacco growing in the county previous to that date. For the first ten years of that period the average annual yield of the tobacco crop was nearly 6,000,000 pounds. The second decade showed an average increase to almost 14,000,000 pounds a year. The largest crop of tobacco ever raised in any county in the United States was grown in Lancaster county in 1879. From 13,500 acres of tobacco 18,000,000 pounds were gathered. Christiana county, Ky., the champion tobacco growing county of the South, grew only 12,500,000 pounds that year on 18,500 acres.

The superiority of the methods that mark the tobacco growers of Lancaster county is shown by the fact that no district where the crop is grown equals this county in any year in the amount raised per acre. These methods have resulted in the producing of a seed leaf tobacco which alone among seed leaf embodies all the requisites looked for by tobacco buyers.

The Lancaster county planter calculates on a yield per acre of from 1500 to 2000 pounds of tobacco. The greatest yield on record was 2800 pounds per acre, and 2500 pounds is not an uncommon return in favorable seasons. While the crop is a precarious one, owing to enemies that attack it from seed time to harvest, and elements that carry destruction to it as they do to no other crop, farmers do not think that, taking it year in and year out, it is any more uncertain than the average of farm crops. It costs nearly $150 to grow an acre of tobacco in this county. The farmers formerly never reckoned on less than $100 profit per acre. A profit of $300 was at one time by no means unusual. As much as $640 an acre has been realized during seasons of high markets.

NEW YORK'S PET CHARITY.

The Saturday and Sunday Hospital Fund is the pet charity of the merchants of New York city, and no class of merchants in the metropolis contribute more liberally to it than do those who are engaged in the cigar leaf and tobacco export business. This year the collections from these two sources aggregated $1,670. For a number of years prior to 1901, Harry J. Luce was in the habit of soliciting subscriptions to the fund from the cigar manufacturers of the metropolis, but he was not active in the cause either in 1902 or this year. Doubtless the cigar manufacturers will be heard from later.

Following is a list of the contributions of leaf merchants collected by Sigmund Rosenwald and of those of the tobacco export merchants collected by William H. Cummings:

Collections Made by Mr. Sigmund Rosenwald.

Goldman, Sacks & Co.,	$100
E. Rosenwald & Bro.,	100
A. Cohn & Co.,	100
Sartorius & Co.,	50
Weil & Co.,	50
C. H. Spitzner & Son,	50
Fred Schulz,	50
F. Miranda & Co.,	25
E. Hoffman & Son,	25
S. Rossin & Sons,	25
Rothschild & Bro.,	25
Edward Arendt & Son,	25
L. Schmid & Co.,	25
J. Bunzl & Son,	25
Havemeyers & Vigelius,	25
J. Bernheim & Son,	25
Jos. Mayer's Sons,	25
Pretzfeld & Co.,	25
H. Duys & Co.,	25
G. Falk & Bro.,	25
Gustav Salomon & Bros.,	25
Elias Bach & Son,	25
F. & E. Cranz,	25
Leonard Friedman & Co.,	25
The Ferdinand Hirsh Co.,	25
I. Meyer & Co.,	25
Meyer & Mendelsohn,	25
Cullman Bros.,	25
Joseph S. Gans & Co.,	25
Joseph Hirsh & Son,	25
Lichtenstein Bros.,	25
Y. Pendas & Alvarez,	15
F. C. Linde, Hamilton & Co.,	15
Palmer & Co.,	10
H. Koenig Popper & Co.,	10
E. Spingarn & Co.,	10
Weil & Sons,	10
Carl Vogt Sons,	10
Chas. R. Goldsmith & Co.,	10
Fred Friese,	10
L. Goldsmith & Co.,	10
Geo. V. Watson & Co.,	10
I. J. Schoener & Co.,	10
M. Neuberger & Co.,	10
Mark S Harris,	10
Lozano, Selgas & Co.,	10
Levi Blumenstiel & Co.,	10
Newgass & Greenhut,	10
B. Rosenbluth,	10
M. Levy & Bro.,	10
Ghio & Rovira,	10
M. Ertheiler & Son,	10
Simon Auerbach & Co.,	10
S. Ashner,	10
J. Cohn & Co.,	10
Tobacco Leaf Pub. Co.,	10
L. Gershel & Bro.,	10
Wm. Stake & Co.,	10
The Tobacco World,	10
U. S. Tobacco Journal,	10
Ruscher & Co.,	10
M. E. Flaherty,	10
Wm. H. Steiner & Sons,	10
Julius Marqusee,	10
Baker & Dubois,	10
A. Blumlein & Co.,	10
Henry F. Eifert,	5
John H. Goetze & Co.,	10
F. Jacoby,	5
V. Jennevein,	5
W. J. McDonald,	5
Herz Bros.,	5
S. Dresdner,	5
J. Holzman,	5
A. J. Lachman,	5
T. S. & J. D. Negus,	5
Starlight Bros.,	5
M. Sacks,	5
S. Stein,	5
L. Barth,	5
M. Oppenheimer,	5
A. Schierenbeck & Co.,	5
Alexander Bros.,	5
Ferd Friedenthal,	5
Steindler Bros.,	5

Collections Made by Mr. Wm. H. Cummings.

M. Abenheim & Co.	$25
E. G. Toel & Co.	25
Kremelberg & Co.	25
Ernst Muller & Co.	15
Henry Siebert	10
Wm. H. Cummings	10

WANTED A SAMPLE CIGAR.

"Let me have a sample of these," said a woman after looking critically at several boxes of cigars which the salesman exhibited as "just the thing for him."

The clerk put one of the cigars in a paper case and handed it over as if giving away "sample" cigars was quite customary.

"That's the way women beat the joke-smiths," said the salesman, when the woman had gone out. "You don't see so many jokes nowadays about women giving their husbands and beaus bad cigars? Well, that's because they get samples, just as they do in buying silks and ribbons, and try them on their men folks. The 'he' in this case will smoke that cigar to-night. If he likes it, she will be in to-morrow to buy a box of them. It struck us as pretty cheeky when the first request was made of us for a sample cigar, but now we are quite used to it and it pays, bringing us quite a little-steady trade."—New York Times.

—Jos. Richards has opened a cigar factory at Lake Linden, Mich.

Shade-Grown 1902 CONNECTICUT

The Acme of Perfection in

American Wrapper Leaf

E. ROSENWALD & BRO.

145 Water Street,

NEW YORK.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

A Popular Leader for Many Years.



MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Leberstein Bros. Makers of La Volga 5-cent cigar 434 Race Street, Philada.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

THE REALM OF THE RETAILERS

Our Renewed Department.

AS promised in the holiday number of The Tobacco World, the department of "The Realm of the Retailers" is given space this week and will hereafter be a regular feature. Interested retailers and others who have ideas on matters pertaining to the retail cigar store, its management, etc., are again cordially invited to contribute to this department. No one need hesitate to send in ideas and suggestions because they may feel that their wording or diction is faulty—"ye editor" will prepare the matter for publication and give it such care as may be needed. Contributions, especially of a useful and thoughtful nature, will be welcomed; it is the wish of the publishers to make "The Realm of the Retailers" department of deep interest and substantial worth to every retailer.

* * *

Concerning Advertising.

Advertising is a subject given more or less attention by every progressive retail cigar dealer. And the way advertisements should be written often gives him careful thought. Some time ago The Tobacco World suggested the following concerning this subject, and deems it well to reprint it:

One of the commonest faults of retail advertising lies in the feeble, halting, indecisive way in which advertisers tell their story. The manner is just as important as the matter. How often we see business concerns that carry splendid stocks, fine assortments of really worthy merchandise, advertise them in such a negative, barren, spiritless way that few people take the trouble to read their ads. and learn of what they are talking. An ad. should convey to the reader's mind, first of all, an impression of earnestness and an impression of alertness on the part of the advertiser. It is the earnest advertiser that convinces his readers. Speak to your readers with all the earnestness of which you are capable. Tell them how hard you are striving to build up your business. Make them feel that you want their trade very much, that it is a serious matter to you. A great deal of retail advertising nowadays is light, airy and flippant. Without saying so in so many words, the whole tone of the ad. intimates that the advertiser doesn't very much care whether you buy or not. What folly to adopt any such tone in this day and age of the world, when everything goes at such a breakneck pace and the struggle for business existence is so bitter everywhere. Such talk does not delude the public. They simply gain from it the idea that the business so advertised has not really much life and animation. Many people must and will judge a store by its ads. If these have a lifeless sound, readers are quick to conclude that it is but a faithful reflection of the store itself, and that likewise is lacking in life and vigor. A good ad. ought to read as though it was written by a busy, wide awake man; as though his clerks and salespeople were wide awake also; as though something was going on in that store all the time; as though new goods were coming in frequently; and the buyer went to market often; and everybody in the store was constantly on the alert. Beware of that straining after smartness that mars so very much otherwise good advertising. Be business-like always.

* * *

Display Windows.

The value of display windows as a means of securing trade is too often underestimated by the small retailer. When he goes "down town" he is, no doubt, often attracted to a handsome display window in the front of, say, a shoe store, or a tailor's shop, in which, as a man, he takes quite an interest. This rather natural delight of viewing articles tastefully displayed should lead the retail cigar dealer to remember that what interests him probably interests other men, too, and hence, he should as time and other duties allow, think out some new and original design for the display of cigars and tobaccos in his own street windows, no matter how small or large they may be. Once thoroughly interested in the plan and it is quite safe to say that a fine design will be the result. He will have a display window that many passers-by will stop to admire—and it is almost a certainty to say that more than one stranger will step inside and make a purchase. And if they enter, by all means do not let the interior of your store be that untidy and ill-kept that it will prove disappointttng to them. Let the interior be in accord with the display window: attractive.



A HANDSOME DISPLAY WINDOW.

* * *

Hints Anent Show Cards.

Neat and appropriate show cards are of value in selling cigars and tobaccos; and original show cards—by which is meant cards designed for one's own use—are more apt to prove helpful than the other kind. Fortunate, indeed, is the cigar retailer with artistic ability, for he can issue neat signs, show cards and price tickets without number at very small expense and, in addition, have the advantage which originality adds to his work by way of attractiveness.

Given a card in size about 11x16 inches, the average retailer can quickly run a neat border about it. Here are a few suggestions for different wordings to be put on the card—either painted on by hand or put on with stencil letters:

No advertisement has so loud a voice as giving a good bargain. We give them.

Buying is a serious matter—but we will not see you dissatisfied.

A small profit with public favor is better than a large one without it.

The quality of our goods will convince the most exacting buyer.

There are other good shops, but we know none better than this.

We could better lose and have you profit, than profit and have you lose.

Good quality is three-quarters of a bargain: but we also add the moderate price.

We expect to sell goods at a profit; but cannot be sure to do so if we fail to please the purchaser.

We don't give matches or things you don't want, but twice their value in things you do want.

It is well to add this advice: Put on your show cards only such statements and facts as you intend to abide by. Customers, it is needless to say, dislike empty promises and vain boastings. Live up to the statements of your show cards. And, for that matter, all others you make.

* * *

A Handsome Display Window.

The half-tone illustration on this page of a display window recently arranged by an enterprising cigar dealer, gives ideas and suggestions which may be the means of helping other retail dealers who read these pages, in the task of dressing up their own display windows. The Tobacco World has recently favored its readers with a number of half-tone illustrations of cigar retailers' windows, several of which were models of taste and sure trade-winners, inasmuch as they compelled attention from passers-by and thus accomplished their intended mission. Space permitting other timely illustrations will be given and thus readers will be able to judge of what others are doing in the way of arranging attractive display windows.

* * *

As to "Trifling Details."

A trade review contains the following sensible advice which applies to retail cigar dealers as well as to business men of other trades:

"One of the fatal mistakes of the average business man is in devoting his time to personally executing the unimportant details of his business. There is nothing that will retard the growth of a business more than falling into a habit of daily routine work of a more or less trifling nature, and ofttimes when the work of some of the busiest of our manufacturers and dealers is analysed, it is found that a ten or fifteen dollar employe could equally as well execute the work now occupying the time of the head of the concern. It may be taken as a good business maxim that 'It does not pay to let work crowd you.' If work does crowd you, look over the work and engage competent help to take the routine part of it off your shoulders. Don't busy yourself with the work that others can be engaged to do. You need all your time to think, and plan and direct your affairs. There was never yet a successful business that did not have at the head of it a man who could think, and when detail work crowds your time you have no time to think. Your business drifts. In the ideal business no success is left to come by chance; everything is the result of well thought out and clearly planned action, and the successful business men of to-day are those who wisely leave to others the detail work, while they plan and direct the execution of their affairs."

—The Whitaker-Harvey Company, at Winston-Salem, N. C., has consolidated with the S. A. Ogburn Tobacco manufacturing plant, and will retain the name of the Whitaker-Harvey Company. The new combination is now busy installing additional machinery.

—Thomas F. Stanton has purchased a cigar manufactory at Utica, N. Y.

—A new cigar factory will soon be started at Circleville, O.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

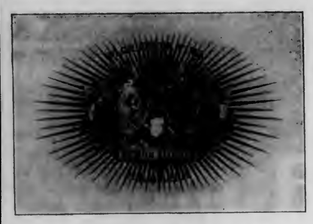
Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana



CIGARS



This Factory Being Independent is Enabled to Guarantee the Quality of its Products.







Factory, Galiano 98,
Havana, Cuba.

JAIME SERRABELLA,
Sole Representative of the United States and Canada.
172 Front St. New York.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

THE TRUST ISSUE IN HAVANA.

Leading Cuban Tobacco Firms Unite for Protective Purposes—Tobacco Arrivals, Personals, Etc.

Havana, January 17.—Sales during the week ending January 17, show a slight improvement in the amount of bales which changed hands in the Havana market, and as more buyers from the north have made their appearance and who will probably increase in numbers during the remainder of the winter season, the outlook for the future is more promising, notwithstanding the fact that news regarding the reciprocity treaty becomes more complicated, one day bringing favorable notices and the next contrary ones, thus making the final outcome of this mixed question a conundrum hard to guess at. Fortunately the world's position as to the sugar market has materially improved, and Cuba is therefore more independent, whether the United States finally grants her the 20 per cent. reduction in the import duties or not; and as regards tobacco the northern buyers know too well that with all the efforts made by the American government, capitalists and farmers combined, using all the latest inventions of science and chemistry, it is impossible to produce an article that is equal to the Cuban one, and particularly its choicest varieties, therefore the so-called Havana tobacco must of necessity always find a ready market in the United States, and prices are only governed by the natural law of supply and demand. The number of bales sold this week reach a total of 4000, 3300 of which were purchased by the United States, 750 for Europe, and 550 for home consumption in Havana. According to growths, 2500 were Remedios, 1800 Vuelta Abajo, and 300 were bales of Partido tobacco. Prices without change.

1903 CROP.—That the chances favor a larger crop in the Vuelta Abajo and Partido districts is now admitted, as replanting has continued and the weather conditions have been more favorable, therefore if the latter continue during the next two or three months, the quantity may approach nearer the normal number of bales; although as far as quality is concerned it is impossible to guess at the final outcome, before the season of harvesting has finished. That the percentage of wrappers in the crop will not be large is the general opinion in the Vuelta Abajo, while in the Partido section, the outlook is certainly better. Everybody is more or less interested in the various shade-grown experiments, and how the new mode of cutting the leaves singly will turn out this year. Should it prove to be a successs, then it is almost certain that a new era will begin, and the raising of wrapper tobacco will begin upon an increasing scale year after year. The heavy outlay of money has so far prevented many owners of tobacco farms from following the example set by Don Adolfo Moeller, Don Luis Marx, Calixto Lopez & Co. and Jorge P. Castaneda & Co. It is stated that the early cut of tobacco is almost dry, and fit to be piled, so as to undergo the first sweat; therefore if the necessary "Blandura" should be in evidence later on, some new tobacco might arrive from the country in the month of March.

Arrivals in Havana comprise the following well known persons, viz:

H. H. Salomon, of G. Salomon & Bros., New York; Lewis Cantor, of L. Friedman & Co., New York and Havana; Alfred Ettlinger, of E. Hoffman & Sons., New York; Sam Josephs and Jose M. Castro, of the Sieber Cigar Mf'g. Co.; J. Reinitz, of Lozano Selgas & Co., New York; Simon Batt, of the "La Verdad" factory, New York; S. Gryzmish, of Boston, a well known cigar manufacturer of the Hub, and Mr. Milton Herold, secretary of the Loeb, Nunez Havana Co., of Philadelphia and Havana. Victor Ettlinger came with his father, Don Alfredo. Departures on the "Morro Castle," for New York consist of Isidore Weihaum, of J. W. Merriam & Co., New York and Elkins J. Noah, of S. Levyn, Buffalo, N. Y.

COUNTER MOVE.—As a defensive measure to prevent the big syndicates from monopolizing the whole trade in cigars in Havana, from six to eight of the best known independent Vuelta Abajo factories have agreed to sign a binding contract before a notary public and to have full legal force, not to sell their factories for the next six to ten years to come, to anybody and any party who should break this agreement would have to pay a fine of $200,000, which sum would revert to the benefit of the remaining members, or be turned over to some benevolent institution. The object is not to form any combination of the factories, on the contrary each firm would exercise its perfect right to do the same business as heretofore upon an entirely independent basis, thus keeping up a healthy competition and striving to sell the cigars upon their merits. The three firms which started this movement are Rabell Costa & Co., owners of the "Ramon Allones," "Romeo Julieta" factories, Cifuentes, Fernandez & Co., of the Allones," "Romeo y Julieta" factories, Co., of the "Sol" and "Luix Marx" brands.

If all of the thirty-six independent factories should follow this exaample, it would certainly give a new impetus and life to the commission merchants, importers in the United States, and the public in general by keeping up the variety of brands, and through a healthy competition, prevent a monopoly of the cigar industry in this country.

Doings of Havana houses during the week ending January 17:

Aixala & Co., sold 950 bales of new Remedios, first and second capaduras.

Loeb Nunez Havana Co., Milton Herold, secretary of this company brought orders for over 1,000 bales of first and second capaduras of Remedios to be executed at once. This company continues to buy actively in this country, and secured some 1,500 bales more of Santa Clara growths. Their warehouse, the former "Lara" theatre is choke full from top to bottom, and the stock on hand consists of 11,000 bales of Remedios, Vuelta Abajo and Partida. They shipped 150 bales of Remedios by this week's steamer.

Alfred Ettlinger, of E. Hoffman & Sons, started in to purchase by registering tobacco previously engaged, and is said to have already received 1500 bales.

Sobrinos de A. Gonzales sold 550 bales of Vuelta Abajo and Remedios to northern buyers, and purchased for the Spanish regie 2500 bales more, partly in the country, of different grades and kinds, as the contractors do not any longer purchase the lower grades, but also some of the finest Vuelta Abajo fillers and wrappers. Six thousand bales are going forward by the next Spanish steamer, leaving here on the 20th inst.

H. Upmann & Co shipped 850,000 cigars by the "Morro Castle," besides having bought 1000 bales of tobacco leaf for their customers upon a commission basis.

Jose Santalla y Co. sold 400 bales of their fine escojidas of Consolation del Sur and San Antonio de los Banos, also having bought 126 bales of Partido in the country. Mr. Carl Vogt, Jr., who intended to leave by the "Morro Castle," is kept so busy in attending to the wants of his particular friends and has, therefore, delayed his return trip to New York until next week.

V. Diaz & Co. disposed of 400 bales old and new Remedios.

Isidore Weihaum, of J. W. Merriam & Co., New York, the "Roycroft Segar Shop," has purchased 800 bales of Vuelta Abajo and Partido to keep going until the new crop is ready.

Elcrriga & Co, sold 400 bales of Vuelta Abajo, wrappers, fillers and colas.

Rabell Costa & Co. closed out 200 bales of their fine Vuelta Abajo holdings.

Jose Gener y Batet purchased 500 bales of Vuelta Abajo factory vegas during the last two weeks for their "la Escepcion" factory.

Walter Himmel sold to the extent of over 200 bales of Remedios, with some larger transactions still pending.

J. F. Berndes & Co. purchased 200 bales for their German friends.

B. Mazon & Co. disposed of 200 bales of Vuelta Abajo.

Juan F. Rocha closed out 150 bales of Vuelta Abajo for the American market.

G. Salomon y Hns. were sellers and shippers of 200 bales of various kinds of tobacco.

S. L. Goldberg e Hijos reports no sales, but Don Sydney and Don Fidel Fernandez continue to visit the Partido section regularly every week, to study the growth of the crop.

Leslie Pantin purchased 400 bales and shipped 150,000 cigars besides 680 bales of tobacco to his northern friends.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,





SOL and LUIS MARX

Gervasio 144-146, Havana.

S. Jorge Y. P. Castaneda E. Pascual

JORGE, P. CASTANEDA & CO.

Growers, Packers and Exporters of

Havana Leaf Tobacco

Dragones 110 HAVANA.

NEW YORK OFFICE: 168 Water St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. Habana.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

JOHN W. MERRIAM & CO.


MAKERS OF
PURE HABANA SEGARS
"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." Habana.

LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.



Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Bruno Diaz & Co. sold 100 bales of Vuelta Abajo and Partido.

Fernado Fernandez, likewise disposed of 100 bales of Vuelta Abajo, partly to the French buyers, as a sample shipment, and partly to a Havana cigar factory.

ARRIVALS OF TOBACCO FROM THE COUNTRY.

WEEK ENDING JAN. 17.		SINCE JAN. 1.
Bales		Bales.
897	Vuelta Abajo	2,879
78	Partido	189
2,562	Remedios & Santa Clara	4,723
3,537	Total Bales.	7,791

Trade-Mark Register.

ANNETTE. No. 13,933.

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered Jan. 21, 1903, at 3 p. m., by M. Hernandez, Philadelphia, Pa.

DON ROYAL. No. 13,934.

For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered Jan. 21, 1903, at 3 p. m., by M. Hernandez, Philadelphia, Pa.

Y-GO. No. 13,935.

For cigars. Registered January 24, 1903, at 9 a. m., by J. E. Hertgen, Lancaster, Pa.

A. D. AFTER DINNER. No. 13,936.

For cigars, cigarettes and smoking tobacco. Registered Jan. 26, 1903, at 9 a. m., by Max L. Harris, New York.

MAP. No. 13,937.

For cigars, cigarettes and tobacco, Registered Jan. 26, 1903, at 9 a. m., by M. Rappaport, Philadelphia, Pa.

TAKE A BITE. No. 13,938.

For chewing and smoking tobacco. Registered Jan. 26, 1903, at 2 p. m., by M. E. Barndt, Sumneytown, Pa.

SEARCHES.

"Our Own," "El Recreo," "Aerie," "Master Key," "Silver Star," "Emil Zola."

TRANSFER.

Y-Go, registered Jan. 24, 1903, by J. E. Hertgen, has been transferred to James J. Doyle, Philadelphia, Pa.

CANCELLATION.

"Force," registered Oct. 2, 1902, by J. E. Shirk, Lancaster, Pa., has been canceled.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Union Nugget, Union Smiles, Union Boy, Silestio. Saintly, 1881, La Hotona, Sevn Hedin, Tillie Haynes, All Around Mixture, Captain Cross, Western Grauary, Charles Reade, La Afridi, La Indra, Samarosa, La Arabita, Spanish Bride, Old Country, Irish Maid, Irish Beauty, Aphos, Plover, Acra, Afton, Agra, Albia, Banda, Basel, Breda, Buda, Cabra, Ebro Cicola, Ilion, Lodi, Nevis, Pharos, Pisa, Rota, Sapa, Ulva, Valda, Yuba, Zeus, Capt. Sam. Boyd, Rhiezoma, Virginia Lee, Manufacturer's Price, Bois Balnc, Dorothy Dodd, Unforseen, Judge Williiam Rumsey, Istar, Windy Club, Moose Run, Williams' Pole Oaks, Havana Highballs, Four Mile Creek, El Vinyet, Van Bully, American Retailer, F. B. G., Magoda, Roger Williams, Prince, 3 A.A.A., Pro-Unia, Schaeffer's Fresh Rolls, Schaeffer's Imparadora, Antique, Social, La Perla-a de Santiago, Marmolita, Bouquet de Boitel, Hevia, Hevia Plantation, Antic, Northern States, El Mllitaro, Cæsar, Relishable, Champion Flyer, El Madero, Black Diamond, Tickler, Napoleon the Great, White House, Vigoralis.

A new tobacco factory is building at Dale, Spencer county, Indiana, and a company has been organized at Boonville, with a capital stock of $10,000, to erect a new plant.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers.
RACINE, WISCONSIN, U. S. A.

They are gracious to the nerves-

ALL HAVANA FILLER



Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,
COLUMBUS, OHIO.



Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL

EUREKA

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited. **Write for Samples.**

CASING TOBACCO IN WISCONSIN.

Good Reports of the Condition of the 1902 Crop—Old Goods in Small Demand—Trade News.

Zanesville, Wis., Jan. 24, 1903.

The larger part of the leaf dealers of this city are busily engaged in putting their purchases of 1902 into the cases, and they are doing that work at a rapid rate. Over 1,000 persons are employed in the assorting rooms of Zanesville, and about 350 cases are packed each day. The other markets of the State are correspondingly busy. Generally speaking, the farmers deliver the tobacco in good shape and there is but little complaint on the part of the buyers. There has been less complaint along this line than for several years before.

Such of the tobacco as has gone over the assorting tables shows up remarkably well. It is in good case, remarkably free from damage of any kind, is very leafy, has good colors, is thin in texture, and gives promise of being one of the best binder crops ever grown in Wisconsin.

The old goods are still neglected, and only small lots are sold. L. B. Carle & Son report the sale of 100 cases of 1900 and 1901.

Tuesday night the shed of Maurice Reed burned, causing a loss of $1,200, with $1,000 insurance.

Sunday afternoon the tobacco workers formed a union with Thomas Heffernan as president and William Hughes as recording secretary.

Elmer Fisher, representing J. Marquissee, of Syracuse, N. Y. was in the city this week.

Max Meyer and son Bernard, of Rew York, were in our market this week.

R. M. C. Glenn, head of the leaf department of the American Cigar Company, has been in the State this week looking after the extensive leaf business of his company in Wisconsin.

PHILADELPHIA LEAF MARKET

The leaf market has been quiet the past week—this from the lips of the leaf folks themselves. Yet, they say also, that quite a number of small sales are going merrily along and that in the aggregate they amount to quite a good sum of business. Prices on all grades hold firm and the demand is quite general, no particular grade of leaf having a call.

Farmers of Eastern North Carolina have assurred tobacco packers that they will plant and cultivate not less than 2,100 acres of tobacco during the coming year. The crop is virtually sold before being planted.

The Imperial Tobacco Company we understand will erect a mammoth tobacco factory here this spring that will employ several hundred hands and expend $50,000 in wages annually. The American Company will also build a mammoth establishment, and the combined efforts of these two concerns should in time concentrate the tobacco interests of the east at Wilson.—Wilson (N. C.) Times.

Havana

Sumatra

"SEED"

EVERYTHING in Leaf Tobacco

SUTTER'S DOUBLE EAGLE

Sutter Bros.

INCORPORATED

SUTTER'S 5 STAR

New York
Chicago
St. Louis
Havana

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Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

F. & E. Cranz, Importers of Sumatra Tobacco, New York, 144 Maiden Lane. Amsterdam, Frascati

Adolfo Moeller & Co.
Importers of
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No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

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HAVANA TOBACCO
138 MAIDEN LANE,
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Almacenes de San Jose, HAVANA, CUBA.

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and Importers of
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New York
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Aguiar 95, Havana, Cuba Placetas, Cuba

Importers
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Joseph Hirsch & Son
4. Z. VOORBURGWAL 227 Office, 183 Water St.
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Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
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Cigar Leaf Tobaccos
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Jos. F. Cullman. *NEW YORK*



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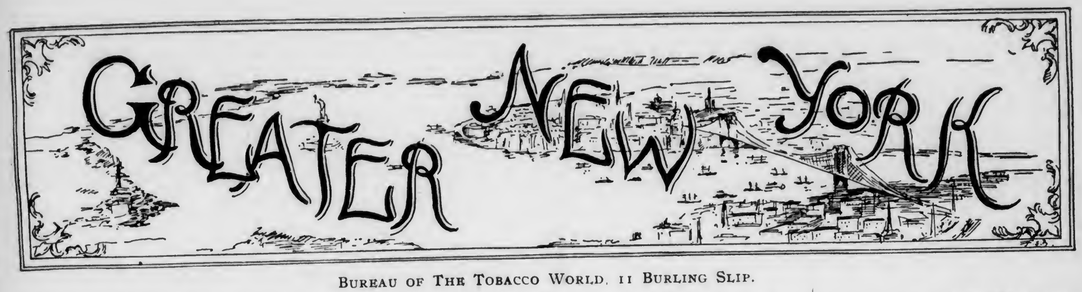
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Telephone 346 John. 150 Water Street, NEW YORK.

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IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

I. J. SCHOENER. I. M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
168 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

F. W. Dohrma... [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing { Covington, O.
Houses: { Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

Why 1903 Will be a Glorious Year.

The cigar manufacturers of this city present their compliments, through this correspondence, to their brethren in Pennsylvania and particularly to those of the 1st Pennsylvania District.

The New Yorkers are as big of heart as they are broad of mind. They admit that the manufacturers of the 1st Pennsylvania District make excellent cigars. These bouquets which I thus have the honor to forward to Philadelphia I have culled from many conversations held recently with the leading cigar manufacturers of this city on the subject of the business done in 1902. Those whom I have questioned include every manufacturer of prominence in the metropolis. They agree with one voice in saying that 1902 was the most glorious year in the history of the cigar industry of the United States, and they say it was glorious because the cigars were gloriously good.

Mr. Walter Schiffler, of the United Cigar Manufacturers, for instance, says that the enormous increase in the output of his company in 1902, is to be attributed on the part of the jobbers, retailers and consumers of the efforts made by the United Cigar Manufacturers to give to their trade the very best value possible, and he says that all the jobbers who have been in the habit of handling U. C. M. cigars have made preparations for a larger business in 1903 than they did last year. On its part the United Cigar Manufacturers is pledged to keep its brands up to their present high standard.

The veteral Louis Ash, who will celebrate his seventieth birthday on the 3rd proximo, and who has been a successful manufacturer of cigars in this city for the past forty-three years, says he has never seen on the part of the public so lively a sense of merits of our domestic cigars as is manifesting itself at present. It is the most remarkable thing that has ever come to his notice, he says, and the greatest possible compliment to the honesty and ability of the manufacturers. He predicts that 1903 will be an even more glorious year than 1902 was.

Mr. Theodore Werner, of Theo. Werner & Co., Mr. Benito Rovira, of Ghio & Rovira, and dozens of other manufactureres all give expression to the same views and make identically the same prediction as to 1903.

And the manufacturers of Philadelphia will doubtless know how to wear the bouquets which the New Yorker's have sent them.

* * *

Theodore Dentz, of the world-renowned Sumatra house of Henri Dentz, of Amsterdam, Holland, reached New York on La Savoie the other day. This is his first visit to the United States where his house has many important customers. Mr. Dentz expects to remain in this country for about six weeks, and during his stay will visit his friends in New York, Philadelphia, Chicago and elsewhere.

Hans Lavergne sailed for Europe on the Rotterdam to-day.

* * *

M. A. Gunst and Alfred I. Esberg, of M. A. Gunst & Co., of San Francisco, are here. Mr. Gunst is going to Europe to join his family, and Mr. Esberg is conferring with the officers of the United Cigar Manufacturers on matters of business concerned with the distribution of their brands on the Pacific coast in 1903.

* * *

Sigmund Rothschild sailed for Havana on the Esperanza on January 23, accompanied by Charles B. Cameron, general manager of the Waldorf-Astoria Segar Co.

* * *

John Alvarez, of Y. Pendas & Alvarez, is paying a visit to his firm's trade in Baltimore, Washington and Richmond.

* * *

Celestino Lopez, of Arguelles, Lopez & Bro., left on January 24, for a visit to his firm's factory headquarters in Tampa.

* * *

The veteran Gustav Fuchs, it is reported here, has accepted the New York agency for Frank Teller & Co., of Philadelphia.

* * *

At Albany, on January 21, Senator Fitzgerald introduced a bill to prohibit the issuing or giving away gifts or prizes in the sale of cigars, cigarettes and tobacco. Violation is made punishable by a fine of from $10 to $50 for each offense.

* * *

A Constantinople cable has it that the American Tobacco Company has arranged with the Porte to secure nearly the whole of the annual output of Turkish tobacco.

$142,500 DIVIDED

A Washington Man Wins First Prize, $5,000.

Florodora Tag Co's. Awards to 35,213 Persons.

Winner of the First Prize, $5,000.

Henry I. Henderson, 822 F street, N. W., Washington, D. C., his guess, 547,926,864.

These win $2,500 each:

William S. Massenaw, Red Hook, N. Y.; his guess was 547,926,852.

Alfred Meisel, 356 Ninth avenue, New York; his guess was 547,926,784.

These win $1,000 each:

Peter F. Murphy, President of the Penn Tobacco Co., Philadelphia; his guess was 547,927,025.

E. M. Schoenborn & Co., Columbus, O.; their guess was 547,926,738.

Frank D. Pfeiffer, Kenton, O.; his guess was 547,926,732.

W. M. Davis, Loveland, Col.; his guess was 547,927,051.

T. H. Nichols, Rockville, Ind.; his guess was 547,926,702.

These win $500 each:

J. T. Canady, Blithedale, Mo.; his guess was 547,927,125.

Joe Ed. Lehman, Kenner P. O., Louisiana; his guess was 547,927,126.

Dean Bush, Ironton, O.; his guess was 547,926,543.

H. D. Harvey, Bangor, Mich.; his guess was 547,927,283.

C. C. Ward, Georgetown, Ill.; his guess was 547,926,492.

D. Lehman, Bridal Veil, Ore.; his guess was 547,926,445.

Edwin B. Cox, Mena, Ark.; his guess 547,927,342.

George G. Ludwig, Milford, O.; his guess was 547,927,418.

Grace A. Treat, Horsehead, Chemung Co., N. Y.; her guess was 547,926,324.

T. C. Sublett, Richmond, Va.; his guess was 547,926,302.

THE JUDGES.

The judges who opened and inspected the estimates under the conditions of the Florodora Tag Co.'s offer of $142,500 in prizes for those who could come closest o the December 1902 output of $3 tax paid cigars, were: Dr. John D. McGill, President of the Hudson County National Bank; James Leo, President of the James Leo Pasteboard Box Company, and David R. Daly, President of the Board of Trade of Jersey City. These gentlemen and a number of accountants and clerks met at the Florodora Tag Co.'s new offices at the corner of Washington and York streets, in Jersey City, at 1 o'clock of the afternoon of Jan. 24. The following official communication from the Commissioner of Internal Revenue was shown the judges, and was their authority for making the awards.

Treasury Department,
Office of Commissioner of Int. Revenue,
Washington, Jan. 23, 1903.

President S. Hill, Esq.,
Vice-President Am. Tobacco Co.,
111 Fifth Av., New York City, N. Y.

Sir—In reply to your letter of the 21st instant, requesting information of the figures wired you on the 21st inst, you are advised that they are correct.

The number of cigars at $3 per M. on which tax was paid in December, 1902, was 547,926,890.

Respectfully,
J. W. YERKES,
Commissioner.

The judges worked quickly as soon as they got down to business. The boxes containing estimates were all graded, and it was easy for the manager of the Florodora Tag Company to find the boxes containing estimates in the 547,000,000 class. They were, all told, not over ten of them. Each box contained about six thousand estimates, and there are said to have been nearly two thousand of them in the safes of the company. All such boxes were sealed, and on Saturday the seals of the ten in which the closest guesses were known to be, from the record on the outside of each one of them, were cut by Chairman McGill.

The names of the winners of the eighteen largest prizes were the only ones which were certified on Saturday. Altogether there are 35,213 prizes to be awarded, and it will be some time still before the whole work of ascertaining the names of all the winners will be completed.

An astonishing fact is the very large number of people who estimated on a December output of somewhere around 548,000,000. There are probably enough of them to win all the prizes. Most of those who sent in estimates appear to be well informed on the subject of the cigar industry of the United States, though among the winners of the more important money prizes were some who simply jotted down a row of figures on each of the four estimates they sent in, and let Providence do the rest. Alfred Meisel, who won one of the two $2,500 plums, admits that that was so at least in his case He is a young man who is the owner of a butcher shop at 356 Ninth avenue, New York, and a very stalwart and good-looking young butcher he is, too. The news of his good luck was brought to him by a Tobacco World reporter on last Saturday afternoon. Asked how he came to make so good a guess, Meisel said he really didn't know. He simply jotted down the figures that won the money and sent them to Jersey City. It was Meisel's "mazzel," that's all. He received the news of his good luck very composedly and went on cutting meat for his customers' Sunday dinners. His wife seemed to think it the most natural thing in the world that her husband should win.

The Florodora estimating contests have brought so much mail to the town that Jersey City is at length to have her long coveted new postoffice building.

Cigarmakers unions during the past year were involved in 254 difficulties, the most of which were for an increase of wages. All told, 11,912 members were involved. Of these, 185 proved successful, 27 were compromised, 32 were lost and 7 are still pending. Of the 32 lost only 18 were involved in a straight issue and the number of members was insignificantly small.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like tc hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"
"Webster"
"Farragut"

Office, 209 Pearl St. *Factory, Tampa, Fla.*
NEW YORK CITY.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

EL PEQUENO HOMBRE GRANDE de CUBA.

(Cuba's Little Big Man.)



DON ADOLFO MOELLER.

Don Adolfo Moeller, who is not a Cuban, nor even a Spaniard, but a German, is so popular in Cuba and so well-known to all the citizens of Havana that he is called affectionately "el pequeno hombre grande de Cuba," or in English, "Cuba's little big man." This is a free translation of the Spanish phrase, a literal rending of which would be "the little man big of Cuba."

Don Adolfo is little solely as to his physical aspect, but he is so athletic, so virile, that no one ever thinks of him save in connection with the old proverb about all good things coming in small packages. Don Adolfo is one of the most industrious and enterprising men not only in Cuba but in the whole world. He went to Cuba from Germany in his twentieth year and has been an active and conspicuous member of the tobacco trade of the island in all its phases ever since he went to Havana. He is best known, however, as a packer and grower of leaf and his warehouse in Havana is world famous on account of its size and the magnitude of the operations which centre around it. Don Adolfo has American friends read with peculiar interest a description of his large farm published in The Tobacco World two weeks ago. Last year he had sixty-six acres under shade. This year he expects to have one hundred acres of shade grown leaf.

THE TOBACCO TRADE IN THE SOUTH.

Memphis, Tenn,, January 20, 1903.

The trade in tobacco circles here is full of buoyancy, and the dealers in tobacco products say it will stay good all the season. The Legislature in session at Nashville has as yet cut no pranks with the tobacco business, since there are too many of ye farmer class in the profits of tobacco, and the ill-balanced moralist as yet has been raising too much sand on the liquor, whiskey and beer question, this week practically putting them out of legal existence in towns of five thousand population or less.

The receipts of tobacco at points in this State have been heavy. With the first of the year some new traveling salesmen were put on by the Memphis houses. The factories here, of which there are several first-class ones, have increased their facilities.

I. Samelson & Co. state that trade is excellent, with all their drummers and their several cigar stands at the

(Continued on page 20.)

PHILADELPHIA

ANOTHER CHANGE.

The corporation known as the Allen & Marshall Co underwent a change January 19th, when Channing Allen retired as President of the company. He is succeeded by Joseph I. Comber, both as president and manager. Mr. Comber, The World learns, is an experienced and practical man. Formerly he was with F. Teller & Co. and M. D. Neuman & Co. in various positions, and is, by experience and business ability, well adapted to meet the requirements of his new position. Business with the Allen & Marshall Co. is good, with unusually bright prospects.

THE SUNDAY QUESTION.

Small signs, written with pen and ink, are to be found attached to the show cases in many retail cigar dealars, notifying customers that the stores will be closed on Sunday. The Sunday Closing Society is continuing its warfare against dealers and shopkeepers who keep open on the Sabbath, despite the fact that the question is now before the court whether or no the old Blue Law of 1796 is constitutional. A decision on the matter is awaited with interest and pending such a decision, many retailers assert that in case they are arrested they will take action to postpone proceedings until the question of their right to keep open is finally passed on.

THE HOOKA BADAH.

According to the following from a local paper, there is at least one good citizen of Philadelphia who doesen't admire the hooka badah. But he is only one among many, and from the view point of The Tobacco World "there are others" who do. A large pipe dealer—and he manufactures pipes, too—assured a World roporter that he has had a really good demand for Turkish and other fancy imported pipes from young Philadelphians who are able to sport a "stag corner" and the luxuries of a suitable smoking equipment. He also said the demand for imported novelties in the pipe line was growing, not diminishing. Though as a rule the American smoker prefers American grown tobacco, no matter in what make of pipe he consumes it. The article referred to follows:

A man who smokes inveterately and who, strangely enough, indulges impartially in cigars, cigarettes and a pipe paused in front of a Chestnut street tobacconist's window and gazed wonderingly at a display of water pipes—the article known variously as the hookah in India, the marghile in Turkey, and which is called by other names in other Oriental countries. Each was marked with a price tag, according to the workmanship and the number of stems connected with the tobacco bowl, and some were priced as high as $30. "That's something I could never understand," he said, as he took in the window display. "Every once in a while you see a lot of these things in the shops, but who buys them? Have you ever seen one in the house of any of your friends? Did you ever see a man smoking one? No, I guess not. I bought one once, when I was a young man, and tried it. After that one trial it was purely an ornament. The only place in which I have ever seen them used was in a New York dive that was called by courtesy a "Turkish smoking parlor," and there a lot of callow dudes were puffing away at them in an endeavor to look sporty, but they only succeeded in making themselves ill."

A PROSPERING FACTORY.

The La Havencia cigar factory, recently opened on North Third street by J. A. Seubert, formerly of Syracuse, is now in full operation, with a force of about 60 factory hands. Superintendent George Cleeland stated to a World reporter that he and his force have been very busy and will probably continue to be as salesmen on the road are sending in good orders almost daily. The cigars manufactured by the Seubert factory are reliable and popular and it is only a question of time when the factory force will be greatly increased.

A NEW SMALL CIGAR.

John S. Geller, Sons & Co. have placed the Moxie Ponies brand of small cigars on the market. The new goods are wrapped in tin foil and are attractively boxed. The company is now using coupons. Sixty certificates entitle the holder to 100 cigars.

ALL 'ROUND INCREASE.

The new year has started in well with B. F. Van Horn, the Second and Chestnut streets cigar manufacturer. He has increaeed the sale of his cigar brands, the size of his working force, the size of his factory quarters and, presumably, the size of his bank account. From all of which it would seem that B. F. knows how to successfully blow his own horn.

HE HAS PRIDE.

Michael Seider, the Vine street cigar manufacturer, is pushing the sales of his nickel brands the Pride and Upper Ten, with marked success. He has orders on hand to keep the factory busy for some time and the future is promising.

BRANCHING OUT.

Vetterlein Bros, manufacturers of the celebrated Sabarosa brand of cigars, have completed arrangemets for the opening of a Boston branch of their house. A Boyd Wilson, long their Middle West representative, will be in charge, and the prospects are that future business will be greatly increased.

MOSTLY PERSONAL.

August Semon, the new Second Vice-President of the Philadelphia Retail Cigar Dealers' Protective Association, has resided in Camden, N. J., for years, where he has not only been interested in the cigar business, but has also been a notary public and a citizen generally interested in matters of public interest. It is likely he will do good work for the "cause" in Camden, as he is an energetic and pushing business man and takes hold of a movement with the purpose of staying with it.

E. G. Dunlap, one of the pushing salesmen in the employ of Arguelles, Lopez & Bro., of New York, lives in Philadelphia. Being a good citizen he served as a juror last week in the Philadelphia Courts. This week he goes out on the road for his house.

Harry Nathan, with the Loeb-Nunez Havana Co., and A. V. Gowen, with E. A. Calves & Co., were among last week's visitors to the Cincinnati trade.

John N. Kolb, of the Theobald & Oppenheimer Co., left last week for Cuba on a tobacco purchasing tour. Upon his return it is likely he will go to Amsterdam on a similar errand.

Karl Straus, of the well-known leaf house of K. Straus & Co., is back again at his desk after a somewhat serious indisposition from a severe cold.

Frank Pulver, the silvery-tongued salesman for Sutter Bros., of New York, favored his Quaker City patrons with another visit this week and as usual "booked" a large number of orders. Frank predicts a splendid 1903 trade and is doing all he can to make the prophecy come true.

Isidor Langsdorf, of the A. Roig & Langsdorf factory, is in Florida, enjoying a well-earned vacation as well as looking after several business matters for the house.

Arthur Hagen and Thomas Martindale, well-known Philadelphia merchants have been elecied to the Board of Directors of the Philadelphia Trades-Leaguers.

OBITUARY.

Christopher A. Oblender, well-known to the tobacco trade of Lancaster some years ago, died January 21, at his late home 512 West King street, Philadelphia.

H. C. Simpson, late a police street sergeant, who died January 20, at his home 1237 Seybert street, Philadelphia, was a cigar manufacturer for years at Sixth and Vine streets. He retired from the tobacco business in 1878.

A CLEAR VINDICATION.

James Adair, wholesale manufacturer of fine cigars, and dealer in leaf tobacco, at Red Lion, Pa,, did not even put up a defense last week when summoned to the York county court to answer a charge of having used spurious union labels on cigar boxes in his business. The case against him was virtually dismissed before going to trial. Mr. Adair states that he has never used union labels, and his thorough discharge by the court is positive proof that he is doing business as he ever has, on very honest and upright methods.

WANT A UNIFORM RATE.

Charles Fox, Secretary of the National Cigar Leaf Tobacco Board of Trade, Abraham Bijur, of the Executive Committee of the same board, and Richard A. Bachio, Secretary of the Havana Cigar Manufacturers' Association, returned to New York from their call on the U. S. Senate's Foreign Relations Committee in Washington on Jan. 20, on the the following day. Mr. Fox says he and his associates had a very cordial reception from the Committee and is of the opinion that much good will result.

The committee wants a uniform rate of duty on leaf tobacco and is opposed to a 20 per cent. reduction of the tariff on cigars under the proposed reciprocity measure. The members of the Senate Foreign Relations Committee listened with close attention to the argument made by Mr. Bijur on behalf of his Board and asked questions but not in the cross-examining style which used to be the rule in Washington in the days of the late Mr. Dingley and the late Mr. Russell.

Mr. Bijur asked that the following amendment be added to Article II. of the Cuban Treaty: "Except that the rate of duty on unstemmed leaf tobacco imported from Cuba shall be a uniform rate of thirty cents per pound, and that cigars imported from Cuba shall not enjoy the benefit of any concession or rebate of duty."

Mr. Bijur pointed out that the effect of the uniform duty would be to greatly facilitate the use of Cuban leaf, as every importer and manufacturer in this country would be able to calculate accurately the cost of his raw material. It would obviate all the trouble now experienced in the collection of the duty on Cuban leaf, and would be of material assistance to the Cuban grower by increasing the demand for his product. The independent cigar manufacturer, he said, would be enabled to maintain himself against the trust, and to far better advantage; and the monopolistic tendencies of the trust would be to some extent restricted. Mr. Bijur said that the proposed reduction on cigars would be an effective weapon tn the hands of the trust to enable it to crush out the competition of independent manufacturers and dealers.

—Over 1,000 men are now employed in the leaf rehandling department of the American Tobacco Company's plant at Louisville, Ky.

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents



MINUETTE Cigarros
Ten for Ten Cents

ITABA CROOKS CIGARS
Three for Five Cents

Main Office, Hanover, Pa.

TOBACCO TRADE IN THE SOUTH

(Concluded from page 18.)

three hotels of the city are doing good business. This is a popular concern with whatever season is on in Memphis, for they have all novelties in the trade for their friends. Race tips in April and October and base ball bulletins during all the exciting times of the Southern league.

Sol. Coleman, who is known as the apostle of sunshine and good cheer in the Southern tobacconist field, nas just recovered from a severe illness. He contends that trade was never better, that collections are fair, financial conditions staple, and that the tendency is remarked toward heavier consumption of the high grade, dark Havanas.

The Mosely cigar factory on Main street, of which Mr. DeHann, the foreman, is well known to the trade of the country, made considerable improvements in their factory in 1902. They have a three-story building and an especially good local business.

Lee & Norton, wholesale tobacco people at their place on Union street, do a good business through the out-of-town tobacconists and grocery houses of the Memphis district. They increased their traveling force the first of the year.

Sternberg & Bros, of all the local people have the handsomest building of any tobacco concern in the city, and perhaps in the South. It is about five stories high, with vaults of large capacity, tobacco, cigar and snuff departments. The structure referred to was first occupied a few months ago. The concern has had a place in the Southern trade since 1864.

Wm. Amend, who began business with one or two workmen in humble quarters down in the Randolph office building, now has an up-to-date factory out on Second street. He works one of the largest forces in the city and has a fine run of business on his ten-cent Princessa and several five-cent cigars.

At other points in Tennessee than Memphis there are now numerous cigar and tobacco wholesalers and manufacturers, with a chance to discuss "trusts and combines," generally good trade and "unusually good collections for the the season" for there have been fewer assignments than in several years past in this particular season moving over from 1902 to 1903.

At Jackson, Tenn., Baum Bros. do a first class local business as tobacconists.

At Nashville, the Nashville Tobacco Works, of which Mr. Puryear is manager, gets out the Old Statesman brands, plugs, snuffs, etc.

At Chattanooga, The Elk Cigar Co., which manufactures the Elk cigar, with the picture of the famous antlers on every box—J. W. Kelly, W. L. Kreinger, Kennon and Logan are interested in tobacco lines.

At Knoxville, J. H. Ritter, near the Imperial Hotel, and Roy Scott are up town dealers while J. L. Smith and J. D. East are separate factory and wholesale members.

THE LOUISVILLE END.

At Louisville, Ky., over 100 retail tobacco dealers met one night this week at the Board of Trade to perfect an organization for the purpose of fighting the American Tobacco Trust. The Independent Cigar and Tobacco Dealers' League was organized on January 2, and the meeting of this week was the second that has been held, The I. C. T. D. L. is a branch of the Cigar Dealers' Association of America. The chief features of this last meeting, which was somewhat enthusiastic at times, were addresses from C. E. Case. secretary of the national body, S. W. Roth, of Chicago, an anti-trust worker and managing editor of the Retailers' Journal. First Vice-President E. D. Owens called the meeting to order in the absence of President W. G. Rorke. After the reading of the minutes by Secretary J. A. Lancaster, Mr. Case was introduced, and he spoke of the work that had been done in the large cities of America, and declared the sole object of the association to be a fight on the "most inhuman and criminal trust in America." He spoke of the absorption of the Weissinger Tobacco Company by the trust as an admission by the trust of the encroachment of independent trade. Mr. Roth then spoke at some length. He complimented the retailers of Louisville on the enthusiastic and intelligent manner in which they had taken up the fight. He emphasized the importance of organization. He said that in Chicago the co-operative spirit was so great that when the Weissinger Company was absorbed, 17,000 postals went out saying, "Do not buy the Weissinger goods; they have gone into the trust." He declared that the union label should be guarantee of quality, and that independent manufacturers should make as good or better products than those sold by the trust. When this was done the consumer would favor the independent tradesman.

Mr. Roth said that the trust had spent $3,000,000 trying to force a trust cigar on Philadelphia, and that the market had repudiated it. The organization proposed to keep all of its members posted as to the status of goods, whether or not they were trust products.

Retailers, he said, are slow to organize, but they have been driven to the measure, and as an example of how successful thew have been, he mentioned Detroit, where he said the retailers had taken the trust goods out of their stores and placed them in warehouses. He urged confidence and harmony, and outlined the methods that should be, as followed in the contest with the trusts.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

Offer to Pennsylvania Union Factory.

Salesman, well-acquainted with trade, who owns very valuable brand—with box trimmings to match—for cigars, desires to negotiate with Pennsylvania Union cigar factory for manufacture of 1,000,000 cigars per month. Only manufacturers giving discount need reply. Sales made on commission basis with fair royalty for patents. In answering state full particulars as to goods, capacity, etc. Address PROMINENT, Box 69, care of The Tobacco World. 1-14-2t

FOR RENT—A large brick building suitable for cigar manufacturers working suction tables, in a locality where there is plenty of cheap labor and no Union town faction. Capable of working several hundred hands. Address, Factory, Box 66, care Tobacco World. 2t.

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

Wanted. Seed Scraps and Siftings

Submit sample by mail and put name and address on parcels

INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

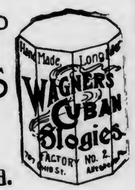
Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

A. K. MANN,
Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.



10c.
A Perfect Cigar.

5c.
A Delicious Smoke.

Strictly Hand-Made.



They are Deservedly Popular
MANUFACTURED BY
CHARLES M. YETTER
READING, PA.
We use the *Blue Label* of the
Cigarmakers' International Union of America
WE SOLICIT YOUR CORRESPONDENCE



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.



E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

CIGARS OF HIGH DEGREE

Chief Rabban 10c. *Lady Mar* 5c.
Wyoming Elk *Ortho*

Discriminating Smokers Will Appreciate Them.

Penn Cigar Company,
READING, PA.

John H. Witter,
Manufacturer of *Newmanstown, Pa.*
FINE HAVANA HAND MADE
CIGARS
Lord Gloster--10c.--Henry W. Sage
Dundreary, 5-cent

WM. H. REDCAY
READING, PA.
MAKER OF
HIGH GRADE HAND MADE **Havana Cigars**
UNION MADE.
Famous Brands:
RINGOLD and FUDGE, 5c.
KEY WEST HAVANA, 10c.
Write for Prices. Jobbing Trade Solicited.

WINNERS OF A VALUABLE PRIZE.



NORBERTO CUEVA and CHARLES FOX,
Who Wrote the Favorite Chapter of the Comic History of Tobacco by Divers Hands.

The Tobacco World announces that the largest number of votes--7,985 all told—for the favorite chapter of the Comic History of Tobacco by Divers Hands, the enjoyable serial which was published in The Tobacco World throughout the fifty-two weeks of 1902 were cast for chapter X. This chapter, which was entitled "The Purchasing Power of a Cigar," was contributed by Charles Fox and Norberto Cueva, of F. Miranda & Co., of New York. The chapter begins with a word of praise from Mr. Fox for a well-known dish of white brand in the Spanish cuisine called "Fried Jewesses" and is accordingly designated as the "Fried Jewesses chapter" by very many of those who cast their ballots for it.

Chapter X of the Comic History, having been the work of two contributors, Mr. Fox will receive the first twenty-six numbers of The Tobacco World for 1902 and Mr. Cueva will receive the second twenty-six numbers. Each part will be handsomely bound and suitably inscribed.

Ballots received for other chapters of the Comic History are thus distributed:

For chapter III, "The Aggravating Superiorities of Sir Walter Raleigh," by Charles K. Faucette, of the Consolidated Tobacco Company, 7,361.

For chapter LXII, "The Immortaliyt of Jean Nisot," by Roger I. Sullivan 6,992.

For Chapter I, "The Truth About the Discovery of Tobacco," by Sigmund Rosenwald, 6,987.

For chapter XIII, "A Celebrated Case," by Joseph B. Wertheim, of E. M. Schwarz & Co., 6,870.

For chapter XII, "The Tobacco Drummer Who Became a Saint," by J. Edward Cowles, of Austin, Nichols & Co, 6,453.

For chapter IV, "Time Makes Clear One Scotsman's Joke," by Joseph F. Cullman, of Cullman Bros., 6,450.

The following contributors received over 5,000 votes each: S. L. Johns, Charles J. Waxelbaum, John R. Young, W. H. McAlister, Ferdinand Cranz, Harry S. Rothschild, Louis Ash, Avelino Pazos, Harry W. Bremer, Joseph C. Heymann, L. Herzog, Isaac Meyer, Marco Fleishman, Sol Rosener, Morris S. Wise, Morris Theobald, Harry J. Spingarn, Max F. Schneider, Charles S. Morris, Frazier M. Dolbier, Louis Hirsch, John H. Duys, Frank Lange, John W. Merriam, William Vigelius, S. H. Friedlanders, John W. Surbrug, William J. Hazlewood, Frank M. Auguimbau, Edwin I. Alexander, Stephen G. Ruth, John E. Sutter and Frank Ruscher.

USE OUTDOOR DISPLAY
We Furnish Estimates To Advertise Anywhere
PAINT OR POSTER
Sketches and Designs FREE
The BILLPOSTING SIGN CO.
814 Walnut Street, PHILADELPHIA.



I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

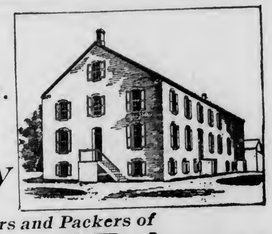
MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

A. W. ZUG

EAST PETERSBURG - PENNSYLVANIA

High Grade Cigars.



Recommended for Exquisite Aroma and Excellent workmanship

WE EMPLOY NO SALESMEN. All our business is transacted direct with the wholesale houses. Please place yourself in correspondence with us. We will save you money.

PROPOSED TARIFF COMMISSION.

It is to Investigate the Necessity and Desirability of a Revision.

Mr. Tawney (Rep., Minn.), a member of the Committee on Ways and Means, on January 24 offered a concurrent resolution providing for an investigation in the recess of Congress this year of the necessity and desirability of revising the tariff. It is to be done by a commission consisting of six Senators and eleven Representatives elected to the Fifty-eighth Congress, to be appointed by the President pro tem. and Speaker.

The resolution directs the Commission "to thoroughly inquire into and investigate the present conditions of domestic and foreign production and the necessity for any modification of the duty on any or all of the articles upon which duty is now imposed by law; whether any reduction thereof can be made consistent with reasonable protection to American industry and labor; by what means and in what manner the foreign trade of the United States can best be promoted and extended, and whether or not the tariff system, known as the maximum and minimum tariff, possesses for the productive industries, business interests and foreign trade of the people of the United States, advantages superior to our present conventional and general tariff system. And that said commission make a full and complete report of such investigation and submit its conclusions to the Fifty-eighth Congress when the same convenes in regular session December, 1903.

It is further provided that the commission shall have the power to send for persons and papers and to administer oaths in the conduct of the investigation.

1902 CROPS BEING DELIVERED

At Lancaster Warehouses—United Cigar Manufacturers Heavy Buyers—Trade Notes and News.

Lancaster, Pa., Jan. 23, 1903.—There has been very little change in the condition of trade in old goods this week, the usual amount being sold to local manufacturers for immediate wants. The fact that the 1900 crop being scarce in the packers' hands, large sales are now infrequent, and until a demand for the 1901 crop manifests itself a boom is not anticipated. One large sale, however, has been reported, and that of 250 cases made by I. H. Weaver.

The 1902 crop is being delivered to the warehouses almost daily. Complaints as to the careless handing are not so general. The farmers have awakened to the fact that it will prove to the mutual interests of all concerned to bring their crops to the warehouses in sound merchantable condition. The United Cigar Manufacturers have been the heaviest recipients of the 1902 crop thus far, they having begun buying and packing operations earlier than others. An idea can be formed of the enormity of their purchases from their having contracted for 15,000 to 18,000 empty cases.

It is noticeably evident that all cigar manufacturers are busy since the conspicuousness through the absence of the small manufacturers from the rural districts has shown itself. It has been the custom of the small manufacturers to make up a case or two of cigars and then pack his sample and come to town to find a buyer. Now it is a rare instance to see them looking for a customer.

Lancaster boasts of having the oldest cigar store in the United States, to wit: Demuth's, established in 1770.

L. A. Wheeler, of Troy, Ohio, spent several days in town and succeeded in disposing of 300 cases of choice Zimmer Spanish, Gebhardt and Little Dutch.

L. Hartman, const representative for S. R. Moss, left for his territory this week.

Sam Baer, the cigar factor of New York, spent several days in town, selecting new brands for 1903.

C. H. Young, of Manheim, Pa., anticipates launching a new and catchy 5c brand in the near future.

Menko Rose, of Rosenwald & Bro., and Julius Marquese, of New York, stopped off for a few hours this week en route.

Other visitors in town this week were: Mr. Pretzfield, of Pretzfield & Co.; Harry Spingarn, of E. Spingarn & Co.; Barney Regensberg, of Hinsdale Smith & Co.; Mr. Meyers, of Mirandi & Co.; Emil Steffens, Jr., of E. Steffens Co., of New York, and Joseph Pearlman, of Baltimore.

The leaf firm of B. F. Good & Co. dissolved this week by mutual consent of the two partners, B. F. Good and Joseph Soudheimer. Mr. Soudheimer retires from the firm, but the business will be continue by Mr. B. F. Good as heretofore.

Reading District's Cigar Output.

For 1902 Show a Large Gain Over the Previous Year—New Cigar Factory at Reading and Other Trade News.

Reading, Pa., Jan. 24, 1903.

Deputy Internal Revenue Collector Cranston, has closed his records in the taking of the annual inventory of the cigar factories of this district and has forwarded his reports to Collector William McCoach. The inventory just completed show that 118,748,634 cigars were manufactured in this district during the year and that 118,085,402 were sold, besides 18,085,402 which were left in the factories in the district unsold after closing the business. This is a large gain in the output of the district. Every cigar manufactured is accounted for to the government. To manufacture over 118 million cigars, 1,927,742 pounds of tobacco were required. Every pound of tobacco purchased by manufacturers in the district for the year was also accounted for. The rate is 16½ pounds to 1,000 cigars. The revenue returns from this district for the entire district were upwards of $2,250,000 for the year's business. Nearly 300 cigar factories are in operation in the district, the actual number being 297. There are also thirty-one tobacco factories. These factories packed 270,000 pounds of tobacco for smoking and chewing purposes.

Lewis Steele, the cigar manufacturer, has purchased the nickel brand, Athletic, from Lewis R. Farling, who manufactured it for many years and who retired from business several months ago. Mr. Steele intends pushing the same and will manufacture the cigar on a large scale.

Reading has secured another large cigar factory. Last week representatives of the firm of James Sheridan & Co., of Chicago, were here looking for a desirable location for a factory. Owing to the excellent workmanship in these parts it was decided to move east from Chicago. Reading, owing to its wide reputation as a cigar center, was selected as the best location. The firm rented the Kerper building and are now equipping their new building. They filed a bond in the sum of $10,000 with Deputy Collector Cranston for his approval, and will employ upwards of 100 hands when in full

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1865
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

J. E. SHERTS & CO.


Manufacturers of
High-Grade Seed and Havana
CIGARS
Lancaster, Pa.

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.


R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. Investor—5 Cents
Phares W. Fry, Lancaster, Pa.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.


F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Van Arnold's No. 6 Tobacco Cipher.
Hopkinsville, Ky.



Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order. A Trial Order Solicited. **RED LION, PA.**

Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

operation. Fine work will be made a specialty.

Frank A. Weber, has placed a new brand on the market called the Gothamites which has just been distributed among the local trade. It retails at a dime.

D. S. Erb & Co., cigar manufacturers at Boyertown, were obliged to close their factory owing to a scarcity of coal. The factory was idle about a week when a new supply was secured.

William W. Prutzman reports a large demand for his Greater Reading nickle cigar and is making large shipments daily.

Frank Ream recently returned from a successful business trip through the western part of the state with large orders for his Trades United and Eight Hour brands

Lengel & Ernst have placed a new nickle brand on the market styled the L. and E., which is meeting with great success. The firm is very busy at present and the sales last year were considerably larger than those of the year previous. They enjoy a large run on their 10 cent cigar, the Tulpehocken.

In the United States Patent Office, before the Board of Examiners-in-chief, on appeal, the case of Luks vs. Harbster was decided in favor of Luks. This is the case of Dr. E. C. Luks against Howard E. Harbster for priority on a patent for a cigar box lid support. The case was first decided in favor of Dr. Luks by the Examiner of Interferences, but was appealed by Harbster, and this is the decision on the appeal, giving the patent to Dr. Luks. Dr. Luks was represented by Edward A. Kelley and Mr. Harbster by W. G. Stewart.

E. M. Keller, cigar manufacturer is very busy at present. His business last year exceeded that of the previous year by far. Several new brands will be placed on the market early in the spring. The house enjoys a large run on the Eye Opener and Labor King nickle brands and the K. B., a 10-cent goods. E. M. Keller recently returned from a very successful business trip through the western section of the state and reports the prospects very bright.

COLD WEATHER AT 'FRISCO

Has a Depressing Effect on Business—Happenings in Pacific Coast Trade.

SAN FRANCISCO, Jan. 20, 1903. There has been an unusually long siege of cold weather during the last two weeks that has interfered to some extent with the retail trade. But it will not be for long, and after a rain it will be more comfortable and activities for the new year will begin in earnest.

Michaliszdke Bros. & Co., wholesalers, received a shipment of Alexander Humboldt's from Tampa, which was the largest shipment of clear Havana goods received by any other house in United States. Jose Newbauer has been added to the list of the company's traveling men and will represent them in Arizona and New Mexico. He formerly had the Humboldt cigar in the northern territory. Fred Cox is now actively engaged in the south, having returned from his northern trip.

Julius Bamberger, of J. Bamberger & Co., wholesale cigar dealers is preparing to start on his trip for this year.

A. F. Baumgartner, with Boltz, Clymer & Co.'s wholesale cigar dealers, will leave in two weeks for a trip to Seattle, Wash., Portland, Oregon, and the entire Northwest. After this he will make his intended trip to Honolulu, H. I. The Company's new location on Market street, with all its well planned retail department in the front is probably the most cozy cigar store in the city and will be an incentive to some of the other prosperous stands to make more up-to-date alterations. The floor above the store has been fitted up as a club room for the Pacific Coast Commercial Travelers' Association, and is supplied with billiard, card and reading tables.

Doc Strauss will leave during the latter part of this week on his Oregon and Washington trip for M. Blaskower & Co., importers of cigars.

Arthur Bachman, of S. Bachman & Co., wholesalers, will start on an eastern trip next week and will be gone about a month.

Max Silverthau, a cigar manufacturer of New York, is in this city visiting the trade.

E. Goslinsky & Co., importers of leaf tobacco, have added Percy Manley to their traveling salesmen. He will relieve H. V. Gelder of some of his southern territory and Mr. Gelder will spend more of his time in the north.

T. Rinaldo, of Rinaldo Bros. & Co., wholesalers, will leave for New York to-day.

J. Sultan, manufacturer of cigars, has started on a trip through Utah and Montana.

Jacob Stahl, of the Jacob Stahl, Jr., Company, of New York, is now due to arrive in this city on a visit to the firm of Spohn-Patrick Company.

C. E. Frank, who represents Samuel I. Davis & Co., of New York, has just returned to this city from Chicago.

Besides the new stand which Anton Sluis is putting up at 30 California street, he has purchased a stand at 415 Market street, from I. Lipman.

Hyman Falk, formerly of the Hoffman cigar stand, is building up a thriving business at the new stand he secured last September on Market street, and which was formerly owned by M. L. Euphrat.

A. Muntz, of Mill Valley, Cal., has purchased the stand of Emile Languet and is now putting it in shape.

Alfred Esberg is now in New York with M. A. Gunst, but will not go on to Europe with the latter. He will return to San Francisco in six weeks. J. Louissan is here from Portland, Oregon, looking after the company's branch stores here.

Tillman & Bendel, wholesale grocers, are just placing a new cigar on the market, the "Star Five," a well-known brand of McCoy & Co., of New York. This cigar has no brand and has the name stamped on the cigar itself.

R. Rutherford has purchased the J. H. Young cigar store at Colfax, Wash.

H. J. Hill will start a cigar and tobacco store at North Yakima, Wash.

B. Gildner is opening a cigar store at The Dalles, Oregon.

GROWERS' RIGHTS LIMITED.

Tobacco growers, under the rules of the Internal Revenue Department, are not permitted to do more with their tobacco than deliver the leaf in its natural condition. That is to say, they may cure it and pack it in the leaf. But that is all. Whenever they go beyond this they are entering into the business of the manufacturerers. Growers, under the law, are not permitted to strip tobacco, nor twist, roll, sweeten or in any other way prepare it for market, beyond curing the natural leaf. Planters who wish to stem their own tobacco have to register as a dealer in leaf tobacco, and comply with all the requirements of such a dealer. Restrictions also would be put upon their sales, as they would only be permitted to sell to other registered dealers, manufacturers of tobacco and cigars, and those who buy leaf tobacco for export exclusively.

GENERAL NOTES.

James F. Dorr, of Midland, Mich., has sold his cigar factory to Geo. W. Selley.

Joseph A. Zimmerman, manager and treasurer of the Dominor Cigar Company, suicided January 20, at Syracuse, N. Y., by swallowing carbolic acid.

Sheriff John Stiles, of Menominee county, Mich., is preparing to enlarge his factory. He expects to mak a round half million cigars during the year.

Union cigarmakers say they will endeavor to a stop to the manufacture of of convict made cigars in the Marquette branch of the Michigan state prison.

During December the Cigarmakers' International Union distributed 3,185,000 labels. During the past three years the average has been 18,000,000 a year.

Ed Ross and J. H. G. Slaughter, who lives in Montgomery county, are preparing to start a tobacco factory at St. Bethlehem, Ky., near Clarksville. They will manufacture chewing and smoking tobacco. Their machinery has all been purchased.



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000 Factories: **Cigars**

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.





Great Sire

A National Leader in **Five Cent Cigars** MADE BY

J. E. Hostetter,

Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.



'STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.



B. F. ABEL,

Hellam, Pa.

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

DALLASTOWN, PA.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of **Leaf Tobacco**

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Sales continue in a scattering way in various towns. By the price named, we should suppose the growers were frightened to death when they sell their crops at less than filler prices, while others in the same neighborhood get fairly reasonable rates for their leaf. If the crops grown last year are defective in curing qualities, and they had a scabby sheep on their hands, there would be some excuse for unloading to some one who was willing to buy and take the risk. But if they are the victims of their own fears, and so surrender to the well-matured plans of skillful dealers, we have no sympathy for them.

Our correspondents write:

Whately, Mass.: "I report sales of Seth B. Crafts, 13 acres at 13c; Mrs. Flavin & Sons, 14 acres at 13c; Irving Allis, 6 acres at 8c; Robert Dickinson, 4 acres at 8c, all in the bundle. Buyers are riding about and offering from 4c to 8c. The assorting shops are all busy."

Sunderland, Mass.: "Only a few sales are reported and those small lots, at prices ranging from 8c to 12c in the bundle. C. M. Hubbard, who raised 3 acres under cloth, intends to raise 6 or 8 acres in the same way the coming season. Those who are assorting and packing are almost unanimous that the 1902 crop weighs very light, according to the bulk."

Conway, Mass.: "Quite a good deal of tobacco was sold here last week, prices ranging from 4c to 8c. The reason for selling so low was the showing of canker in the leaf. It has come on since the tobacco was stripped."

Hatfield, Mass.: "B. M. Warner, president of ihe new Tobacco Improvement Company, has quite recently closed a deal for 100 acres of fine land for growing shade tobacco, paying therefor $7,000 It is located in the northwestern part of Northampton, near West farms."

Feeding Hills, Mass.: "Tobacco buyers have been scarce, and seem to be afraid to touch the crop, only about a half-dozen lots being sold, until last week, when many sold at prices ranging from 6c to 12c in the bundle, one lot going at 8c and 13c."

Manchester, Ct.: "The Hartman Bros., of Hartford, Conn., have decided to raise 55 acres of shade grown Sumatra the coming season at this town."

East Hartford, Ct.: "We learn from the Times that there will be quite an increased planting of tobacco this coming season, and contracts have been made for several new curing barns. And many crops of tobacco that were sold to the American Tobacco Company have been canceled, and the growers have sold to other parties at a loss of fully one-third."—American Cultivator.

BALDWINSVILLE, N. Y.

The market remains the same with nothing doing locally. A. Heinke is reported as having bought one or two new crops and Wm. Cox has purchased three acres from Walter Kelly and J. H. Mills, at 6½ cents in the bundle. A few small shipments have been made from the local warehouses.—Gazette.

HOPKINSVILLE, KY.

M. D. Boales.

Deliveries of hogshead and loose tobacco continue quite liberal and sales of loose on the floor increasing, giving general satisfaction. Buyers and sellers seem much pleased with this new feature, which promises to increase largely. Quite a good deal of private trading direct with factory men going on over the district, some dealers selling out entire purchases, others selling the lugs and common leaf. Prices private, with large demand for lugs and common leaf. Sales on floor, lugs, 4c to 5½c; leaf, 5c to 7½c. Hogsheads tobacco, breaks, light, only being sampled as called for. The prices on new range

Lugs—Common, 4½c to 4¾c; medium, 4¾c to 5¼c; good, 5¼c to 5¾c.

Leaf—Common, 5½c to 6¼c; medium, 6¼c to 7½c; good, 7¾c to 10c.

Old tobaccos quiet and unchanged. Stock nearly all long leaf. Common, 6½c to 7c; medium, 7c to 8½c; good, 8½c to 10½c.

Receipts for the week, 425 hhds; year, 1,200. Sales for the week, 26 hhds; year, 116 hhds.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 751 hhds; offerings on the breaks, 26 hhds; public and private sales, 49 hhds. Market unchanged.

The warehouse receipts of new crop are steadily increasing.

The stocks of old tobacco are now reduced to a few hundred hogsheads.

Owing to the unfavorable weather and bad condition of the roads, deliveries have been light at the prizing houses and loose tobacco warehouses. The loose Tobacco market remains firm to strong, and the bulk of the crops have been sold by the planters.

QUOTATIONS:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good Leaf	9.50 to 10.50

MIAMISBURG, O.

Since the first of the year, and the cold snap abated, buying the new crop of 1902 has commenced. The representative of the United Cigar Manufacturers of this place has purchased about a dozen crops of 1902 Spanish at 8c. Several purchases by other firms at 8c. are also reported. We have learned of purchases at 7 and 7½c in other locali-

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

FINE OHIO TOBACCO

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. Johns,

Office:---McSherrystown, Adams Co., Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE: 573 BOURSE BLDG. H. S. SPRINGER, Mgr. | CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr. | SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

WE HAVE NOT
ADVANCED OUR PRICES,
But will be compelled to do so January 1, 1903.
Now is the time to order a stock of
Cigar Mfg. Supplies
That will last you for some time to come.
Remember we make only the Highest Grade of Goods in our line.
Send In Your Order at Once.
The Sternberg Mfg. Co.
1702-12 West Locust Street,
DAVENPORT, IA., U. S. A.



Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

Notice to the Trade.
ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous
UNION BUTTS GOOD **STUFF**
Trade-Mark.
If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**
Taylor Bros. Tobacco Co.
READING, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Penstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

ties, but none less than 8c in this vicinity."

Stripping has been completed by at least three-fourths of the planters, and favorable weather will soon see it all finished.—News.

EDGERTON, WISCONSIN.

Receiving the new crop from growers is the principal business now in tobacco sections of the state. Long lines of farmers' teams loaded with the weed can be seen daily at the delivry points that are exchanged for fat rolls of money. Generally speaking the crop is coming to the warehouses in very good packing condition, fulfilling most of the contract requirements and settlements are made with but few deductions.

There is but little riding being done in the country after the balance of the crop remaining unsold, but so far transactions have not been numerous nor the prices quite up to former quotations.

No new features have developed in the business of cured leaf to disturb a quiet market. E. C. Hopkins has purchased a 75cs lot of Owen & Pepper, Footville packers.

Warehouse handling is now under full swing and the number of hands employed in the business exceeds that of any previous season in the state. The work, too, has only just commenced.

Shipments 1467cs.—Reporter.

THE YORK LEAF MARKET

Fairly Active and Trade Conditions Bright —Large Shipment—Trade Personals and Notes.

York, Pa., January 26, 1903.

While no exceedingly large transactions marked the features of the past week in the York leaf tobacco market, yet the volume of business transacted was fairly good and few complaints are heard from the packers and warehousemen. All have been doing a nice business in a quiet manner since the first of the year. All of the men engaged in the leaf tobacco business report numerous inquires and some large transactions are expected to be made within the next few weeks.

One of the biggest shipments of leaf tobacco made since the first of the year was a consignment of two cars to Pittsburg and two cars to Cleveland, Ohio, which were made during the week by A. Sonneman & Son, of this city.

Tobacco buyers are still scouring the county for what still remains unsold of the 1902 crop. Growers in the vicinity of Cross Roads have nearly all disposed of their holding at 8 and 2 and 7½ and 2c. William H. Wise, proprietor of the Belleview farm, near Lucky post office, has sold his tobacco crop of 28 acres at 8 and 2c.

The Tobacco World has previously noted the unparalleled and unprecedented demand for York county cigars. There is no let-up in the rush of orders. New factories are springing up in ever section of the county and those already established are inquiring for additional help. Extra work in the evenings is the rule in nearly all the factories. The demand for cigarmakers and other help comes from every section of the county. The La Buta factory wants bunchers and rollers: H. F. Kohler, Nashville wants cigarmakers and apprentices; P. C. Fulweiler Bro. Co., York, want 25 tobacco strippers; Baer, Sprenkle Co., Bair's Station, need 50 cigarmakers; Allen Kauffman & Bro. York, cigar box makers, want girls to feed presses in their printing department.

J. Fred Holtzinger, of the firm of Hains & Holtzinger, cigar brokers of Red Lion, has returned home from a most successful business trip in the anthracite coal regions. He reports having booked orders for 400,000 cigars.

G. W. Gable, the pioneer cigar manufacturer, of Windsor, made during the year 1902, 11,420,000 cigars. He has figured out, that assuming the average length of a cigar being 4½ inches, these cigars laid end to end would reach from York to Chicago, a distance of 795 miles.

The following trade-marks for cigars have been registered by these York county firms: Two Poodles, Paragon Cigar Company, York; Catoba Crooks, Keystone Cheroot Company, Limited, Hanover; Vender, A. N. Diehl, Springet.

George Mayer, of the well-known cigar manufacturing firm of Jacob A. Mayer & Brothers, will be the Democratic nominee for the office of chief Burgess of the borough of North York. Mr. Mayer is one of the most prominent and progressive residents of that bustling borough, and if popularty counts for anything, he will be elected by a big majority.

Chancey Kohler, proprietor of one of the best patronized retail cigar store in York, has had his place of business remodeled and renovated. The interior now present a handsome and attractive appearance.

At the recent annual meeting of the McSherrystown & Hanover Turnpike Company, S. L. Johns, the well-known leaf tobacco packer and cigar manufacturer, was elected president of the company.

During the recent session of common pleas court, a jury awarded Charles Boegner, a cigarmaker of North York, $90 to compensate him for injuries sustained by falling on a defective street crossing in that borough.

H. J. Roth, a well-known cigar manufacture of McSherrystown, has purchased two building lots in that borough upon which he will erect a fine dwelling house in the near future.

—The C. C. Denio Cigar Co., Jackson, Mich., will greatly enlarge their plant.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
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CIGAR LABELS
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CIGAR RIBBONS,
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Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

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We offer you the *Best Vertical Top Cigar Molds* at lowest price.
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Best Workmanship — The Lowest Price
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Manufacturers of
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FRAZIER M. DOLBEER. G. F. SHCOR, Special.
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Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
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Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

FRANK RUSCHER. FRED SCHNAIBEL
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

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Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND

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Patented Sept. 1896.


Pat.'Sep. '96.

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Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

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Mirror	5 inch	7 inch	8 inch	9 inch
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ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

NOTES OF THE TRADE.

Toledo, O., tobacco retailers will form a protective association.

Mr. Gelvin has purchased H. K. Johnson's cigar factory at Milford, O.

Herman I. Ross has opened a cigar manufactory at Birmingham, Ala.

W. A. Russell has opened a new tobacco store at Albert Lea, Minn.

Jacob von Sternbergen was recently arrested in Chicago on the charge of smuggling.

Charles Buffington, of Dayton, O., has quite a curiousity in the way of tobacco at his store—a twin leaf.

Governor T. B. Ferguson, of Oklahoma has forbidden presidents of Schools and the teachers thereof to smoke tobacco in public.

The directors of the National Cigar Dealers' Association have selected Detroit as the city where the second annual convention of the organization is to be held.

PATENTS RELATING to TOBACCO, Etc.

718,813 Cigarette making machine; Louis B. Baron, London, Eng.

718,847 Tobacco knife: George H. Stanley, Ky.

BUSINESS CHANGES, FIRES, Etc.

California.

Redding—Girdner & Dunkley, cigars, etc.; burned out.

Indiana.

Indianapolis—John T. Armstrong, cigars, etc.; canceled chattel mort., $304; Geo. N. Joss, wholesale and retail cigars; real estate mortgage, $500.

Massachusetts.

Boston—Peretti Libero. wholesale and retail cigars and tobacco; petition in bankruptcy.

Westfield—John Wells Loomis, leaf tobacco; attached, $10,000.

Worcester—Frank H. Wilson, cigars, etc.; chattel mortgage, $100 in favor of Charles D. Costello.

Michigan.

Midland—Burnaby Co., (not inc.) cigar manufacturers; burned out.

Missouri.

Frank Dillon, cigars; bill of sale. Rockel, Woeldike & Co., leaf tobacco; publish dissolution notice.

Montana.

Red Lodge—E. E. Esselstyn, cigars, etc.; sold out.

New Jersey.

Paterson—Keller Cigar Co., Edward M. Keller, individually, sued $418.

New York.

New York City—Ashner & Bloom, leaf tobacco; failed. Turkish Tobacco Trading Co., cigarette manufacturers; petition in bankruptcy.

Ohio.

Lima—C. F. & S. Kramer, cigars, etc.; sold out.

Pennsylvania.

Easton—Clemens J. Bender, cigars, etc.; judgment, $312.

South Dakota.

Bradley—J. J. Schuster, cigars, etc.; satisfied real estate mortgage, $425.

Texas.

Dallas—Waples Platter Cigar Co.; chartered capital stock, $100,000.

Virginia.

Danville—Conrad & Ligon, cigar manufacturers; style changed to Conrad Cigar Gompany.

Wisconsin.

Oregon—Montgomery & Martin, cigar manufacturers; receiver appointed.

Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

M. Kleinberg,

219 North 2d Street, Phila.

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Leaf Tobacco Broker

OFFICE,

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York, Pa.

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Manufacturer of High Grade

EGYPTIAN CIGARETTES

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Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of High-Grade Turkish & Egyptian Cigarettes.

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Cigar & Tobacco Flavors;

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HOLIDAY GOODS & ADVERTISING NOVELTIES.

THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods and Celluloid Signs

of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.

When it comes to New Ideas, We are just full of them.

Samples and prices cheerfully sent those who really mean to buy.



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A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
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LIPSCHUTZ'S "44" Cigar
The Only Five Cent Cigar made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

Oblinger Bros. & Co.
Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.,
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FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
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CIGARS
T. J. Dunn & Co. Makers. Phila.

THE TOBACCO WORLD
ALWAYS SPARKLES
ESTABLISHED IN 1881 Vol. XXIII., No. 5
PHILADELPHIA, FEBRUARY 4, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

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Packers
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TOBACCOS
145
Water Street
New York

THE TOBACCO WORLD

THE HONEST CIGAR AND ITS PUBLIC.

By ADOLF LOEB, of K. Straus & Co.

I am of opinion that The Tobacco World is performing a service of inestimable value to the trade by insisting as frequently as it has done during the past year and a half that the only policy for the cigar manufacturers of the United States to pursue is to put upon the market, at all times, only honest cigars.

The day of the faked cigar is past and will never come again. The smoking public can tell an honest cigar from a dishonest one as readily as it can distinguish good money from bad, and is far more resentful at being imposed upon in this matter of cigars than it is in the case of counterfeit money, because there is no way to get rid of a poor cigar whereas counterfeit money can always be passed on to some one else. If this last statement were not true how on earth could the poor green goods man make a living?

The Tobacco World is perfectly right, too, in pointing out that the honest cigar manufacturers of the United States are the vast majority of the trade. I take it every one will readily understand what I mean by an honest manufacturer. I call that manufacturer honest who puts into his cigars the best tobacco he can buy that is suitable for his purpose, who employs competent help and keeps his eye steadily upon them so as to be sure there is no waste and no carelessness in his factory. The grade of the product he turns out cuts no ice. Some of the cheapest cigars in the world are very excellent cigars, and some of the highest priced ones are sometimes very, very disappointing. There are factories in Pennsylvania, New York, and elsewhere turning out only the cheapest grades of cigars which have been successful in pleasing the public for a great number of years, and this is simply because these factories have give close attention to their own business and have given the public the very best value that it has been possible to give. On the other hand, there are in the United States some factories catering to the well-to-do smokers of the land who regard their patrons as dupes, who "fake" every brand once it has gained favor. These people, it seems to me and must seem to all others who think of the matter at all, are their own worst enemies. For the sake of a trifling additional temporary gain they kill the goose that laid the golden eggs, for no intelligent smoker ever goes back to a brand which has once greatly displeased him. He simply asks for something else.

Retail cigar dealers know better than anyone else how the exacting intelligence of the public manifests itself in this matter of cigars. The man who comes to the retailer's a stranger and asks for a good cigar, naming the price he is willing to pay for it, gets it. He gets it for two reasons, first, because there are plenty of good cigars on the market, and secondly, because the retailer knows that if he pleases his customer he will either come back himself or tell his friends about the place that suited him. The displeasure of chance customers who get poor cigars when they ask for good ones takes many forms, the commonest and deadliest one of all being to "knock" the dealer who swindled them. But one man, after lighting the wretched "rope" which had been imposed upon him in response to his demand for a good cigar, administered a lesson to the chap who had cheated him which will be applauded by every honest retailer in the world: He threw down the lighted cigar directly in front of the man who had sold it to him.

Manufacturers and retailers have the very strongest reason for making and selling only honest cigars from the fact that the cigar hunger of your true connoisseur—and nothing is easier than to become a cigar connoisseur—always grows by what it feeds on. Those who truly love cigars never get enough cigars to smoke, provided only that they get cigars that are to their taste. The man who begins with three cigars a day is presently smoking six, or nine, or twelve, and the rational explanation of the enormous increase in the output of cigars in the United States of very recent years is that none appreciate this fact more keenly than those who buy and sell them. But if the bulk of the 7,000,000,000 cigars we are making annually now were not honest cigars the tobacco hunger of the public would not be on edge all the time.

ADOLF LOEB.

ENGLAND'S POOR CIGAR YEAR.

The twelvemonth which closed on December 31, 1902, was the poorest year the cigar trade of Great Britain has ever known. The Tobacco Weekly, of London, comments upon the facts as follows:

"There can be no question as to the bad state of the cigar trade during the year now ended, and that this has been general throughout the country is best evidenced by the fact that the Cigarmakers' Union—which makes unquestionably the best work in the country—has been for many years in an exceedingly prosperous financial position, but during the last twelve months has been practically forced to beg and levy increased contributions on their working members for the purpose of keeping their heads above water. Anything approaching this state of things has not been known in the trade for the past quarter of a century. In part, the causes of this, of course, have been the general stagnation of trade, but there are particular causes having reference to this branch of trade alone.

"One cause is the absence from the country of over a quarter of a million possible smokers in the shape of our army and its various dependents in South Africa, which our present drawback regulations prohibit from being followed by British cigars, so that we have as a matter of fact, yielded up this and all other colonial markets entirely to the Continental manufacturer. There is reason to believe that this injustice to the trade, which has been quietly submitted to during the period of prosperity, and which has lasted for the past quarter of a century, has only to be represented to the present Chancellor—who is, fortunately, an enlightened business man—to secure its immediate remedy. The trade would receive by this alone a vast impetus, and the revenue would not only not suffer, but be largely benefited.

"A second cause is the great increase in the introduction of parcels by post from Jersey and the Continent, and also the sale—under spurious advertisements—of such cigars by people who occupy small offices in the city and elsewhere. The Continental man is allowed to import goods described under Havana names and titles that would be stopped by the Board of Customs, but is apparently—either through ignorance or otherwise—allowed by the post office authorities, and this further gives opportunity to many small minded men of boasting that they import their own cigars, a statement that certainly is required to enable the compounds of Germany and Java to go down with their friends.

"A third, and perhaps the most important, cause is the inferiority of the British cigar in the competition for public favor. The pipe and cigarette have undoubtedly been improving by leaps and bounds, and John Bull has found that his money invested in them has given him better value than the common cigars that, we regret to say, are so largely sold throughout the country. This has been caused by the want of knowledge on the part of the retailer, as he rarely—if ever—attempts to discover the difference in the flavor of a cigar filled with common Dutch or fine Havana, nor does he in too many cases know a hand-made cigar from a common machine made one. Of course we are not speaking of all, but unfortunately of a large majority, who consider that by giving a cigar that will burn white, the box of which is got up with a gaudy picture, and the rings on the cigars containing all the colors of the rainbow, no matter what the article itself may be, they are sure to please the customer, whilst the tobacconist is quite content so long as he can make an extra 3d. per hundred thereby. Apparently the consumer knows better than the dealer, and has therefore to a large extent quitted the cigar.

"The remedy for these evils lies absolutely in the hands of the trade. A proper representation to the Chancellor would remove the first, a more stringent application of the Merchandise Marks Act by the post office authorities would cripple the nefarious rate and tax-free Continental competitor, whilst a little education and careful search after knowledge on behalf of the retailer, with a desire on his part to give reasonable value for money, would in a brief time restore the old prosperous time. While the retailer in the past, who has been so short-sighted as not to see that the British cigar was his sheet anchor, and that the fancy trash being almost defunct, the proprietary articles he has to sell, scarcely yielding him a sufficient profit to pay his gas bill, it behoved him to be more than ordinarily careful to nurse this branch of his trade, instead of which, by carelessness and inordinate profit, he has been using his best efforts to kill the goose which certainly might have laid him the golden eggs."

TRUE TOBACCO ROMANCES.

VI.—The Baked Cigars of Wolf Ash.

Wolf Ash, elder brother of the widely known Louis Ash, of New York, died a millionaire at his home in Germany in 1902. He was a cigar manufacturer during fifty-six years of his life. His beginnings were most modest. In 1846, when he was a poor young chap at Grawitsch, a little place near the city of Breslau in Prussia, he happened to win forty dollars in the state lottery. That was more money than he had ever had at one time before, but it didn't make him greedy for the pleasures it could buy. Instead of blowing it in on amusements, fine clothes or gay company, he went and bought tobacco with it. His forty dollars bought a big bundle of tobacco, which was cheap in Germany in 1846, and he lugged it all home in one load on his back. Asked by his father what he was going to do with so much tobacco he calmly answered, "I'm going to make cigars with it." His father knew of one man in Grawitsch who was already starving in the effort to sell the cigars he made and warned his son to beware of his fate. The boy said nothing boastful in reply but set to work to turn his raw leaf into cigars.

After he had finished the first few hundred he packed them neatly into boxes and took them to a baker's. To sell? No, to dry them out so that they should be acceptable to the customers whom he hoped to get for them. German smokers like their cigars dry, the drier the better. Our young cigarmaker selected an oven which was not particularly hot and placed his cigars in it. During the night, the baker who had forgotten all about his friend's cigars, fired up and the result was that when young Ash came for them the next day he found the bottoms of the boxes charred and the lower layers of the cigars in them black and cindery. But the upper layers were so very dry they pleased every smoker who tried them, pleased him so well that he went around among his friends telling about Ash's cigars. The consequence was that the young cigarmaker prospered. He kept on prospering and when he died last year he was one of the rich men of Germany.

FIRST SUMATRA SALE OF 1903.

[Special Cable to the Tobacco World.]

Amsterdan, February 2, 1903.

The first sale of the Sumatra inscription season of 1903 will take place in Amsterdam on March 20. There will be eight sales before the vacation at the beginning of August. Advance reports from Deli have it that the average quality of the crop is high.

RAMBORTAN.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

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DOHAN & TAITT, Importers of Havana and Sumatra

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Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

Established 1825

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LEWIS BREMER'S SONS IMPORTERS OF Havana and Sumatra and PACKERS of Leaf Tobacco

Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG

Julius Hirschberg & Bro.

Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* Tobacco

232 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF TOBACCO

Importers of HAVANA and SUMATRA

111 Arch St., Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son IMPORTERS AND PACKERS OF HAVANA AND SUMATRA SEED LEAF TOBACCO

112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra Tobacco

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K. STRAUS & CO. IMPORTERS OF HAVANA DEALERS IN LEAF TOBACCO

K. STRAUS A. LOEB

122 NORTH 3rd ST. PHILADELPHIA.

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BENJ. LABE & SONS, *Importers of* SUMATRA and HAVANA *Packers & Dealers in* LEAF TOBACCO

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LEOPOLD LOEB & CO.

Importers of Sumatra and Havana AND Packers of Leaf Tobacco

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Broker in LEAF TOBACCO

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211 N. THIRD ST., PHILADELPHIA.

WHAT $1.00 WILL DO.



The subscription price to **The Tobacco World** has been reduced, and is now only $1.00 per year. It is the first and **only tobacco paper in the world, published weekly at One Dollar the year.**

Subscriptions are **payable invariably in advance,** and remittances may be made by bank check, post office money order, or in postage stamps. Foreign rates are $2.00 per annum.

The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.
2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.
3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.
4. **The Tobacco World** is always the first to give **the news.**
5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.
6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.
7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.
8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by GEORGE A. SCHUTTE.

Published every Wednesday by the

TOBACCO WORLD PUBLISHING COMPANY

224 Arch Street, Philadelphia.

JAY V. KROUT, President and General Manager. HENRY C. McMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

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...GIVE . THE . BABY . A . NAME...



REGISTER YOUR NEW BRANDS WITH THE TOBACCO WORLD.

Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in respouse to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

To secure **The Tobacco World** for one year fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

THE LATE JULIAN RALPH AND HIS PIPE.

In compliance with the request of a number of readers who have suggested it, I subjoin the very readable article written some years ago by the late Julian Ralph the brilliant newspaper writer. It will repay perusal :

MY PIPE.

BY JULIAN RALPH

Much as I love the wild woods, I cannot think of them without, at the same time, centering all their scenes and sounds and savors around my brier pipe. How often, when I have been springing noiselessly over the soft bedding of dead leaves and moss, toward my camp, drinking in the balsamic air, hearing the soft sighs of the breeze far above me in the tree tops marvelling at the splintered yellow rays with which, like a shower of gold, the sun has forced its broken way through the foliage—how often, I say, have I felt that I could not be happier, until there has come to meet me from the camp a whiff of the pipe smoke of my guide. How it blends with the aromatic exhalations of the camp-fire, with the breath of the pines, with the faint scents of the wild flowers and the sweet, damp smell of the rotten wood and the leaf layers on the earth. How gladly a pipe seems to return to the scenes of its origin, to the woods, where the red men smoked their Kinnickanick of dried and crumbled leaves in their bowls of sacred redstone. At the first scent my steps involuntarily quicken, and I hasten to the tent or log cabin, where my pouch hangs with my briarwood in it. "Now," I say to myself, "I will have all that was needed to perfect the joy of all my senses. I will smoke—and such tobacco, that even the birds and rabbits and squirrels, and, mayhap, the timider deer, will halt and bless the moment that they strayed where the aroma drifts and adds a new pleasure to the joys of the aromatic forest."

To sit, pipe in mouth, before the crackling fire, after a day's hunting has ended, with an exquisite meal of fried fish and bacon, and stewed tomatoes, when the darkness is upon the ground beyond the circle of fire-light, when only a faint relic of daylight is seen in the openings overhead, when the tattooing of the woodpeckers has ceased; and only now and then is heard the last good night chirp of a cricket or a tree toad—ah, then the little clouds of tobacco smoke ascend from grateful, happy smokers, like thanksgivings. Then their shapes and the vague forms of the guides attending to the bedding and the boats, and the shadows of the bushes and the tree trunks all become dreamy and whimsical and the time has come for listening to the recollections of other days in other woods, of friends who have beforetimes sat in the same charmed circle; for questioning the half-breed guides, who drop down beside the embers, and tell their strange beliefs and superstitions in gutteral English, musically mis-spoken.

To sit in a canoe in the center of a great bowl of emerald water with its sides made of a deeper green of forest spires, in the silence of the heart of nature, rod in hand and pipe in mouth—who that has tasted that bliss will deny the part which the pipe plays in perfecting its charms. There perfect conditions are crystallized, mesmerized; nothing stirs except our imperfect and impatient selves; and the pipe smoke, which floats softly upward to meet the flossy clouds that lie above, halted, as if drinking in the beauty of their images reflected on the plated surface of the lake. Perhaps an owl hoots, possibly a muskrat propels its tiny nose in the loop of a silent, spreading ripple near the shore and—"s-s-h! whisper; deer! There, that streak of red in yonder bushes. Quick! he's smelled us—gone." Bother take the deer for showing himself when we are fishing—but the pipes go back to our mouths and the smoke curls up again, even if the fish do not bite. How patient and philosophic one is when the fish do not bite, if one has a pipe. Indeed, given a pipe and the woods, what need is there of ought else, now that canned food is so portable and satisfactory? A philosopher friend of mine has said that "'going fishing' is the most elastic phrase in the English tongue. It means what it says, or it means going loafing, or going carousing, or dodging trouble at home—a score of things." Yes, among them, it means going off to enjoy one's pipe.

I remember one evening beside the brawling Kootenai, in British Columbia, a civil engineer dropped into narrative as we sat till ten o'clock at night still catching trout as if the daylight were not two hours old in China. "It was in Montana," said he, "in the fifties, when Red Callahan, the man who was hanged by the Vigilantes afterward, held me up and tried to murder me. That was my narrowest escape. He shot my pipe out of my mouth. He was an ornery fellow—didn't play fair. He ambushed me, thinking I had quit mining and was going East with plenty of dust, whereas I was in hard luck, without gold enough to weigh out the price of a dance at the cheapest hurdy-gurdy in Virginia City. He fired and I flung my hands up and called out: 'Quit that. What d'ye want?' He fired again and missed and then I was mad and showered lead where I saw his fire come from. In another six seconds I spurred my cayuse and got away. That was the worst trouble I ever got in. I was frost-bitten and out of my mind three days later—picked up stark crazy in the mountains by some prospectors, but I didn't count that. The scrimmage with Red Callahan was much more serious."

"Why?"

"Why? Didn't I tell you he shot away my pipe? It was the only one I had, that's why."

How little do the ignorant count the cost of idly spoken words! Back again at home, after that week of dreaming in the British Columbian bush—the grandest woods in America—she whom I reverence was unpacking my trunk and came upon my briar. "Why!" she exclaimed, "here's a nasty pipe among your clothes." A nasty—but I will not shock the reader with a repetition of the phrase. The red Indian who invented that wizard instrument, the calumet, rated it so truly at its worth that not only was the material of which it was fashioned sanctified in his sight, but those who carried it in blocks to the various tribes and who went through hostile nations to secure it, all bore sacred, charmed lives, the soft, fine-grained, red sandstone was, and is to-day, found in Minnesota only, and in but one small region there, if I am not misinformed. To that quarry all the red tribes of our country and Canada used to send occasional deputations of brave and distinguished youths to fetch back stone for the skillful and tasteful squaws to make pipes from in the winter months. These men were never harmed by any Indian of any nation, going or coming. Though they passed through the lands of ancient enemies and over the hunting ground of tribes with which their people were then at war, their lives were inviolate. Such was the agreement of all the Indians, although no other influence had ever been known to bring about such concord or any promise of safety to any foe or stranger otherwise employed. The pipe was to them all the sign-manual of peace and the emblem of deep wisdom. It was a thing to be smoked only among friends, the seal for the stamping of friendship, the vial that held the essence of philosophy and sage reflection, to be handed around at the councils, passing from chief to chief and from valiant warrior to cunning medicine-man. "Nasty!" No, it was the portable altar whereon was burned the elemental fire, the sign and tool of the gods who also smoked—as any but the blind could see by looking at volcanoes, at geysers, at the forest fires lighted by celestial bolts from the smitten flints that hang from Gitche-Manitou's belt.

The red discoverer of the aromatic weed and of the implement he fashioned for its use had never a doubt of its power to call down peace from Heaven and understanding to men's dull brains. And when a white man brought it from America to Europe to gladden his race, what new testimony of its magic power did it give forth? For whether its magic was in the selection of Raleigh to be its sponsor, or whether it had to do with making Raleigh what he was—one or the other, the triumph was the same. He was, except Elizabeth, the most interesting figure of his time, splendid in his loyalty to his queen, great in his energy, valor and wisdom, marvelous in the patience with which he bore adversity, and without a peer in gallantry. There is no better life to read through the smoke of a pipe then Raleigh's with its excitement, adventures, and glad and fell vicissitudes. His life contained enough of poetry, romance and sentiment, of moral weakness, for which he atoned with kindness and generosity; enough of all that is human blended with the rest, to be softened and dreamified into a wonderful tale as seen through the smoke which he was the first to let loose in Europe.

Our women—loveliest of the benefactions of life—do not appreciate the pipe. They have not risen to the heights of its attractions. Perhaps the majority of them are jealous of all the forms in which men use the weed—his surest solace and, in that sense, woman's greatest rival. The "new woman" is coquetting with the cigarette—a mistake in taste; and so is the new woman herself, by the way. If she has taken up the cigarette as the first step towards the pipe—but no, the cigarette is not of the genus tobacco; it is a concoction, a druggists' prescription, an odorous, odious, nerve-destroying not nerve-soothing, thing. Do I blame either woman—the dear old kind or the dubious new sort—for not smoking? Could I love woman with a pipe in her mouth? Aye, and millions of men no less refined and dainty and poetic than we of the West do already love woman thus accoutered. In Japan and in China every woman smokes—be she empress, duchess, farmer's wife or poultry tender. Upon the women's pipes are lavished the daintiest taste and skilfullest work of the artists of those realms. Some are of solid silver, inlaid with gold; others are of ivory, beautifully carved. Each pipe holds but a pea of tobacco, and the emptying of it occupies but a minute. Dear reader, you would not deny that my friend Mrs. Ladaka is a lady. If you are masculine, you admire her; if a lady you would envy her amiability, her pretty ways, her beautiful silken suits. Yet many a time has Madame Ladaka come where I was smoking, aboard ship, in shops and in houses, and taken from her pouch her little pipe of silver, carved and inlaid, and sent the smoke from it, joined with the smoke from mine, in spiral clouds up to the sky or roof. A pinch of fine hair-like tobacco, a pressure upon it over the pipe bowl, a scratch of a wax match, and then three quick puffs. That was all of her smoking. But how pretty she looked, how graceful were her postures, how poetic the movements of her arms during that minute! How sweetly she smiled when I handed a match to her, and how calm and wise her face grew as she sucked up the three mouthfuls of smoke and let them curl away from between her teeth. May I meet you and smoke with you again, and when I do may you know that the smoke of my pipe is in reality incense offered at the altar of virtuous womanhood.—From Bath Robes and Bachelors, Copyright. Published by H. M. Caldwell Co., New York and Boston.

—A. S. Reinhart has opened a cigar factory at Yale, Mich., which employs a number of expert cigarmakers and promises to grow.

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

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PACKERS OF LEAF TOBACCO
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STORAGE CAPACITY 10,000 CASES
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No. 148 North Second Street,
PHILADELPHIA.

A Popular Leader for Many Years.



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George W. Lehr Reading, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

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Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

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Leberstein Bros. Makers of La Volga 5-cent cigar 434 Race Street, Philada.

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Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

A Serious Question.

"THE Realm of the Retailers" department is proving of value and interest to the retail tobacconist readers of The Tobacco World as is well shown by their words of commendation and approval, heard or received by letter almost daily. It is a fact hundreds of The Tobacco World readers are familiar with that the World was the first tobacco trade paper to start such a department as "The Realm of the Retailers" and its revival is sure to please a large and growing circle of readers. As noted, letters have been received expressing warm approval of the department and the fact further shows that the retailers desire to take a hand in sending in hints and suggestions of their own to make the department more interesting and valuable. These suggestions and points will be given space and are cordially welcomed.

One letter received is herewith given space as it contains a kernel or two of thought which may lead other dealers to "think matters over":

EDITOR THE TOBACCO WORLD:

One question that greatly interests me as a retailer is this: What shall I do with the very young lads who insist upon visiting my store, really against my will, and while there buying cigarettes and tobacco, chewing gum and other small articles. I believe they spend their money more to be allowed to stay in the store than anything else. I am human enough to want to sell goods and yet conscientious enough not to wish to encourage young boys to smoke, to become loafers and to indulge in questionable language. I endeavor to advise them and dislike to treat them rude, both for their own and their parents' sake. But the question of what to do in the premises is really a serious one and I would like to hear from some of my brother retailers on the matter. G. I. RARD.

* * *

Window Dressing.

Your window is the magnet that draws the public to your counter, and the more attractive and catchy you can make it the more business you will do. If you are not an expert window dresser, you cannot begin any younger, and you can at least keep the window clean and tidy and free from dust.

The value of the price ticket cannot be over-estimated. It forms, in many instances, the most attractive feature of a display window. The opportunity is largely lost if the impression is not clinched by the price ticket.

Some show card makers produce handsome cards by putting a soft, vignetted background behind the lettering in some contrasting color. This background is irregular or cloud like in form, the color being heaviest in the central part and gradually diminishing in intensity to the edges, which fade almost imperceptibly away. To do it the card maker takes his sheet of card, lays it flat, and places upon it, where the centre of the background is to be, a small quantity of "dry color"—red, blue, green or yellow. Then he takes a small wad of cotton covered with chamois skin and rubs the color into the card, working away from the centre with a circular motion, going over it gradually and smoothly, until he has the background shaded off to suit him. The lettering will be best made in black over either of the colors named, and no shading is required. If the operator is skilful, however, a shading of the letters with the same color as the background, but deeper in tone, will make a very fine appearance.

There is no way in the world that I know of (says a writer in a contemporary) to keep the frost off the show windows except to have the windows thoroughly



A MODERN DISPLAY WINDOW

ventilated from the outside. The best ventilation that can be given any window is to have a large air shaft extend under the window and open up in the back. The opening is best under the window because it does not allow the dust which might pass through it to fall down upon the goods in the window, as would surely be the case if the opening was at the top. Then again, this opening is better in the rear of the window, because there it can have free circulation and not be covered by the goods, and at the same time not spoil the display in the window, as it would if it opened near the glass. If you will take a sponge or rag and dampen it with a little glycerine, you will find that the ice will disappear instantly with every touch. In fact, some window-dressers use glycerine as a means of keeping the windows from freezing. After washing the window thoroughly they rub over it gently a cloth or sponge which has been saturated with glycerine. This leaves a thin coating of glycerine over the glass, and as long as this coating remains freezing will not take place. One objection, however, is that it is not very easy to apply the glycerine without leaving the glass streaked and with a foggy appearance, which, of course, spoils the appearance of the display which may be made in the window.

* * *

Some Window Tickets.

The sort you want is the best, and that sort is our sort.

We don't give you something for nothing, but we do give you the choice of the finest cigars in the city.

Our cigars are the best. You cannot get better, but you can pay a great deal more for not half so good.

We sell nothing but the best—that policy is never relaxed. Our prices are always the lowest—that policy never varies.

As the oak grows, this business has grown—not in a week, not in a month, but through nearly forty years; steady and sturdy, with reliability, vigor, efficiency, honesty, branching out in all directions.

* * *

Another Display Illustration.

Another half-tone illustration of a retail cigar dealer's display window is given this week for the benefit of The Tobacco World readers, and they are advised to study its features with the view of securing points which may assist them to more artistically decorate their own windows. It is but truth to state that the United Cigar Company's stores in the larger cities have opened the eyes of the trade in the matter of artistic cigar store window displays. Several of the window exhibits made by the company have really been revelations of the possibilities of artistic displays and have attracted wide attention, not alone from cigar and tobacco people but from men of other trades and business. Men in the tobacco trade who have been wise enough to note the direction of the prevailing winds have taken heed of the modern display window effects and have given their own exhibits careful and painstaking care and thought—and unquestionably to their financial advantage.

* * *

"Praise from Sir Hubert."

"Praise from Sir Hubert," says the old proverb, "is praise indeed." Mr. A. Novotny, of 1444 Broadway, New York, who is perhaps the most prosperous retail tobacconist in all the world, says that he awaits the appearance of The Tobacco World, to which he is a subscriber, with impatience every week and that he reads every line of the paper with interested pleasure.

* * *

Well Posted.

That salesmen in the retail cigar stores of New York city which handle imported cigars are thoroughly well posted on the present situation in Havana is made clear by the experience of a gentleman who asked in one such store, on the evening of Jan. 26, for an imported cigar not made by the trust. He named no particular brand but the salesman handed out to him an open box of Upmann's and another of Edens.

* * *

Lack Variety.

The commonest criticism one hears of the stores of the United Cigar Stores Company is that the stock carried in each of them is too monotonously the same. There is not enough variety. It is always Principe de Gales, Belmonts, Continentals, Cubanola, Childs, Cremo and the like, with never a Webster or a Henry the Fourth, or a Charles the Great, or an American Inventors, or a Natural Aroma, all of which are brands well known and with a large following. The U. C. S. Co's stores are attractive and well managed but the public wants something more than that, especially as the U. C. S. Co. announced in one of its advertisements that it would give the public what it asked for, "no substitutes." The man who would ask for a Webster in one of the Company's stores wouldn't get that because Y. Pendas & Alvarez will not sell to the Company. Other manufacturers of brands of well established reputation take the same stand and smokers who want these brands and who will take nothing else do not flock to the stores of the U. C. S. Co., at least in what the old schoolboy declamation used to call "serried ranks." Helas!

* * *

—The retail cigar dealers of Dubuque, Iowa, have perfected an organization.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

Bear Bros.' Essie Brand.



Bear Brothers, cigar manufacturers at Zion's View, Pa., have placed a new brand of cigars upon the market, to be known as the Essie. Like their well known brands the Bear, Cub and Perfectos des Indos, the Essie will be guaranteed free from artificial flavor. It will sell for 5 cents, and already good-sized orders have been secured.

Many Buyers in Havana.

Heavy Rains Threaten Damage to the 1903 Crop—Arrivals and Departures of Prominent Tobacco Men—Purchases and Sales—Personal Notes, Etc.

Havana, Jan. 24, 1903.

With the arrival of a fresh contingent of buyers from the North during the week ending January 24, the Havana market has shown renewed activity and while the sales have not reached very large proportions, the total of 5,300 bales traded in ought to be called eminently satisfactory. Receipts of tobacco from the country, excepting Remedios, are limited and show that Vuelta Abajo and Partido tobacco particularly are nearly exhausted. The total receipts were 3,537 bales, as specified at the foot of this letter. If the stock of Vuelta Abajo and Partido had been larger and more suitable for the clear Havana manufacturers, there is no doubt that the transactions would have been considerably larger, as the demand for this class of goods, the so-called factory vegas, is out of all proportion to the supply. The outlook for the coming season is, therefore, very promising and the only question to be solved is, whether the 1903 crop will turn out large enough in quantity and fine enough in quality to satisfy the increase in the call for this article. The 5,300 bales sold consisted of 3,600 bales Remedios, 1,300 Vuelta Abajo, and 400 Partido the latter principally filler tobacco. Destination may be put down as 4,200 bales for the United States market, 700 for Europe, and only 400 for Havana cigar and cigarette factories.

The 1903 Crop.

Excessive rains during the past ten days, something quite extraordinary and unusual at this season of the year, may have done some harm to that part of the crop that was ready to be cut, and also by preventing the natural drying process now going on in the drying sheds, unless the necessary dry heat has been supplied to the sheds through burning charcoal, which method large planters like Don Adolfo Moeller, Don Luis Marx, and others have had recourse to; wherefore these growers could not have suffered much damage. On the other hand, the young plants must have been benefited by the rain, so the final results may offset each other, and the quality of the crop ought not to be affected as far as the Vuelta Abajo and Partido sections are concerned, while the Remedios, however, might eventually turn out shorter. All will depend upon the weather for the coming two months of February and March. A few samples of new Vuelta Abajo and Partido temprano cut show a very fine texture of the leaf, brilliant colors and good burn.

Don Adolfo Moeller's farm, called "La Iberia," comprises 210 acres, not 10 acres as printed by mistake in The Tobacco World of Jan. 14, but the experiment of raising shade-grown tobacco was confined to 10 acres of this farm. The tobacco raised on "La Iberia" and also on his finca "Hevia" under cheese-cloth is turning out magnificently.

Arrivals in Havana.

Sol. Hamburger, of S. Hamburger & Sons; Jerome Regensburg, of E. Regensburg & Sons; Edgar J. Stachelberg, of M. Stachelberg & Co.; John L. Fielding, of Rothschild & Bro.; O. Reinach, President of the Fernandez Hns. & Co., all of New York, with D. Castro, of Chicago, and D. A. Ansell, of Montreal, Canada.

Jose Suarez, "El Mocho," has returned from his vacation in Spain.

Bruno Diaz, of Bruno Diaz & Co., has returned from a trip to New York, and Ernest Eliger, of New York, who is to be the managing director of the Cuban-American Manufacturing Co., in place of Vicente Guerra, who resigned some time ago.

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HAVANA, CUBA

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GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 110, HAVANA

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. Habana.

La Flor de J.S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

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Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars.

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Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO
Rayo 66, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
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LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.



Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Departures.

Departures via Tampa and by the steamer "Mexico" were: Milton Herold, Secretary of the Loeb-Nunez Havana Co., for Philadelphia; I. Reinitz, of Lozano, Selgas & Co., New York, for Tampa; Charles Vogt, Jr., of A. Pazos & Co., New York, and Jose Santalla & Co., Havana, Simon Batt, of La Verdad factory, New York, J. B. Cobb, President of the Havana Tobacco Co., Gustavo Bock, Chairman of Advisory Board of Havana Tobacco Co., all for New York; Jacob Lampert, of St. Louis, Mo., for home; Edwin A. Sutter, of Sutter Bros., Inc., Chicago, for Chicago; E. J. Stachelberg, of M. Stachelberg & Co., for Tampa; S. Gryzmish, of Boston, Mass., for Boston.

The contract of the four independent factories was signed on the 22d instant, and is therefore now in force for six years to come, as regards the Ramon Allones factory of Rabell, Costa, Vales & Co., the Romeo y Julietta factory of Rabell, Costa & Co., the Sol factory of Behrens & Co., and the Flor de Tabacos de Partagas factory of Cifuentes, Fernandez & Co.

Other factories are believed to have subscribed to this agreement, but their names are withheld for the present.

A new cigar factory is also to start up shortly with English capital and as the shareholders represent importers and consumers in Great Britain, who bind themselves to give sufficient orders to guarantee at least a production of 20,000 cigars daily, this corporation is bound to start under favorable auspices and ought to be able to do a large trade also with the United States.

Suspended Order.

The Havana Tobacco Co. has reconsidered its order not to deliver any cigars to the commission merchants in Havana for the United States and that the latter can now execute all orders for this market as heretofore.

Don Gustavo Bock's movements are hard to guess at and while there have been all sorts of rumors and comments, it seems best to await quietly further developments in the course of time.

Doings of Havana Business Houses During the Week Ending January 24.

Sobrinos de A. Gonzalez purchased 4,000 bales of low grades of Remedios, and Vuelta Abajo botes from a cigarette factory for the Spanish Regie buyers, and this transaction being in the nature of a re-sale does not enter into the reports of weekly sales, as these only comprise the statistics at first hand.

Aixala & Co. sold another escojida of first and second capaduras 1902 Remedios, of 500 bales, and besides some 250 bales of lower classes for export to Europe. They also received another consignment of 1,500 bales of the famous "Las Vueltas" Remedios, the best district of this year's (1902) crop.

J. Bernheim & Son were buyers of 600 bales of Remedios in our market.

Garcia & Co. shipped 600 bales of Vuelta Abajo, Partido and Remedios tobacco, sold by them to northern buyers.

Don Alfredo Ettlinger secured another 1,000 bales of Remedios for his firm of E. Hoffman & Sons, New York.

Jose Menendez disposed of 400 bales Remedios, first capaduras.

THE U. S. Tobacco Journal, in its issue of January 24th, made the following statement: "From a source whose authenticity cannot be questioned, a U. S. Tobacco Journal reporter was informed that, while the fact does not yet appear on the records, a controlling interest in the Universal Tobacco Company has been acquired by interests closely allied with the Consolidated Company and its components."

THE UNIVERSAL TOBACCO COMPANY
begs to assure the trade and its patrons that the report is false, and that it has retained Assistant District Attorney James W. Osborne to sue the United States Tobacco Journal and obtain damages for this false statement.

The U. S. Tobacco Journal will pay for this advertisement.

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We Furnish Estimates To Advertise Anywhere
PAINT OR POSTER
Sketches and Designs FREE
The BILLPOSTING SIGN CO.
814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

They are gracious to the nerves-

ALL HAVANA FILLER



Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.



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WRITE

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Commercial Cigar Co.

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Barnesville Cigar Co.

W. H. BARLOW, Proprietor. *Barnesville, Ohio,*

MAKER OF

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Long and Short Filler.

SPECIAL BRANDS TO ORDER.

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RUSTIC
BLUE POINTS
CRYSTAL

EUREKA

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

J. Puente & Co. sold 350 bales of Remedios.

Venancio Diaz & Co. closed out 300 bales of Remedios.

Antonio Hernandez Rivero turned over 300 bales of his choice Vuelta Abajo.

Behrens & Co. have already secured 2,000 bales of the 1903 crop, the finest Vuelta Abajo, tierra llana, creme de la creme, and which is to be delivered to them as soon as it can be harvested and packed. Don Carlos Behrens never misses an opportunity to get the best in order to keep up the standard of his brands Sol and Luis Marx, so well known all over the globe, and he intends to push their sale all that it lies in his power, this year.

Planas y Grau sold 300 bales of Remedios.

Leslie Pantin shipped 230 bales of tobacco purchased for his friends.

Sol Hamburger started by buying a few hundred bales of Vuelta Abajo and Remedios, and hopes to secure more during his stay here.

H. Upmann & Co. did a fair business in buying over 1,000 bales upon commission for their friends, and shipped 750,000 cigars by the steamer Mexico.

Simon Batt secured only what he absolutely needed to help him out upon some pressing orders and will wait for the new wrappers as he thinks they may be workable in three months from now.

Loeb-Nunez Havana Co. sold 200 bales of Remedios and are receiving new Remedios from their late purchases in the country every week. Leopold Loeb, president of this company is expected to arrive from Philadelphia next week.

Remigio Lopez & Co. sold 250 bales of Vuelta Abajo.

Jose Santalla & Co. disposed of 100 bales of Vuelta Abajo.

Bruno Diaz & Co. closed out 300 bales of Vuelta Abajo and Partido fillers.

Miguel Perez turned over 250 bales of Remedios for European account.

J. E. Blais and Wm. Walcott Pierce of the S. S. Pierce Co., Boston, are expected to pay Havana a visit upon Jan. 27.

Arrivals of Tobacco from the Country.

	Week Ending Jan. 24. Bales	Since Jan. 1. Bales
Vuelta Abajo	797	3,676
Semi Vuelta	1	1
Partido	102	291
Remedios	1,173	5,896
Total	2,073	9,864

—A large Cuban cigar factory will soon remove from Chicago to Oklahoma City, it is said. The Cuban employes found the Chicago climate so cold that they refused to remain there.

---The United States Cigar Co., of Pittsburg, will soon start a branch factory at Clarksburg, W. Va., which will cost $100,000 and employ 1,200 girls.

Havana

SEED

Sumatra

EVERYTHING in Leaf Tobacco

SUTTER'S DOUBLE EAGLE

Sutter Bros.

INCORPORATED

SUTTER'S 5 STAR

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Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

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I. J. SCHOENER & CO.
IMPORTERS & DEALERS IN
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CABLE ADDRESS "TACHUELA"

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Almacenes de San Jose, HAVANA, CUBA.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
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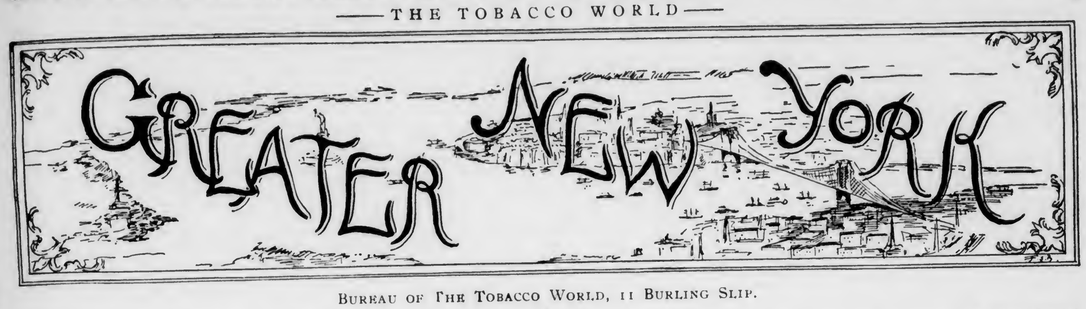
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Telephone 346 John. **150 Water Street, NEW YORK.**

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Havana, Porto Rico, Sumatra, Domestic.
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F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
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Samples forwarded on application.
Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

G. Falk & Bro., Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**



Bureau of The Tobacco World, 11 Burling Slip.

That which exacting New York admires is surely admirable. For instance, the Marquand collection of pictures and objects of art, now dispersed, and the Special Number of The Tobacco World, which is also an object of art and which has also been dispersed, thank you, through the mails, I mean. And the Special will make more people happy then the Marquand collection did because the Special was given away, free, gratis, for nothing, to those who, it is known, at the offices of The Tobacco World in Philadelphia and here, will be most happy to receive it, will treasure it, and dip into it often for the many good things it, and it only, contains.

There is one leetle criticism which it gives me pleasure to meet and dispose of once and for all. The date in the Special is January 1, 1903, and people have asked me how that comes to be so. The newspapers that cannot meet any question frankly had best get out of business, and therefore I inform all inquiring friends that the date January 1, appears on the Special, whereas the publication itself did not get into the mails before January 27, for two reasons —First because it is a holiday number and a treat for all the year and secondly because the publishers did not care to have the Special mixed up with the flood of calendars and other conventional holidays publications which swamped everybody at New Year's. And the delay in the publication was utilized to the utmost in beautifying the Special. The writers, the engravers and the printers did their work with painstaking care, for not one of them was hurried into slipshod work. The result is the glorious satisfactory publication which all The Tobacco World's regular subscribers and about 12,500 others have been receiving since January 27. Next year's special number will be an even greater triumph than this year's was.

***

The growing of tobacco from Sumatra seed under cloth in Connecticut is so assured a success that predictions are already freely made here that the time is not far distant when the tobacco farmers of New England will discard all other methods of growing tobacco.

If, six or seven years ago, any one had predicted that a crop of Connecticut tobacco of the growth of 1902 could be cured and packed and put for sale on the market in New York by January, 1903, he would have been laughed at as one who knew nothing about tobacco or its methods of cure. The man who discovered how to force sweat tobacco was also for a time as one crying aloud in the wilderness, and if any other man in New York save such a one as the late Frederick A. Schroeder had advocated the growing of tobacco under cloth, he too would have aroused only derision. But Mr. Schroeder was famous for his conservative good sense, and when he backed up his opinion by investing good money in the experiment on the plantations he had bought in Florida, the tobacco trade which respected and loved him, watched the progress of work there with patient interest. Mr. Schroeder used to say that he got the idea of growing tobacco under cloth from noting that in Cuba tobacco grown under the checkered shade of fruit trees was always finer and healthier than that which was grown in the open. Mr. Schroeder's success in Florida was continued there from year to year by himself and other planters and on even a larger scale than any of them by A. Cohn & Co. on their great plantations in Decatur county, Georgia, on the Florida border line.

This Florida and Georgia shade grown leaf is always sold as soon as it comes into the market, and the Connecticut tobacco corporation's whose first crop was grown under the supervision of Marcus L. Floyd, an old time Florida pupil of Mr. Schroeder's, and which is being handled by E. Rosenwald & Bro., is having the same gratifying experience with its product.

After all, the growing of tobacco under cloth in summer time is only the forcing of a natural product after the methods long followed by those who force plants in conservatories and hot houses.

The marvel is, not that it is a success, but that it wasn't thought of by our great grandfather.

***

Carl Morr, of 136 Water street, long the representative in this city of the Collins Cigar Co., of Pittsburg, has been appointed general agent for the United States Cigar Co. in Greater New York, Long Island and part of New Jersey.

***

Paul Levison, of J. Bernheim & Son's selling staff left on January 31 for a short business trip to Cuba. Before returning to New York he will take a brief rest at one of the winter resorts on the east coast of Florida.

***

Charles Vogt, Jr., of the firms of Jose Santalla & Co., of Havana and A. Pazos & Co., of New York, returned from Havana on the steamer Mexico on January 27. Avelino Pazos also a member of the two firms above mentioned, left for Havana via Tampa on January 30.

***

Nat Bijur, of the firm of I. Bijur & Son, which has been famous for nearly half a century for the excellence of its annual packings of Connecticut tobacco, and which of late years has also been a large importer of Havana tobacco, has been in Northern Wisconsin since the fore part of last December co-operating with Mr. H. Bekkedahl of Westby. The packings of 1902 Wisconsin by there two operators in joint account are expected to aggregate in the neighborhood of 12,000 cases. This is the first time that the firm of I. Bijur & Son has ever packed Wisconsin on so large a scale and also the first time that Mr. Bekkedahl has ever packed on joint account. Heretofore he has always packed alone and then sold his packings to large houses. His famous deal with Morris Bamberger, of L. Bamberger & Co., of Philadelphia in 1900 will be easily recalled. Mr. Bamberger subsequently sold this packing to the American Cigar Company and is said to have realized from it a profit of nearly $250,000. The Bijur-Bekkedahl warehouses at Westby, Soldiers' Grove and Boscobel are working full handed. The packing will be ready for the market some time in May.

***

The great auction sale of fine horses at Madison Square Garden on the evening of January 30, was one of the most successful horse sales ever conducted in New York and some of the finest horses were bought by members of the tobacco trade. G. Reusens, a well-known exporter of hogshead leaf, paid $1,250 for Phoebe Onward, a trotting mare with a record of 2.2½, and $700 for Kilda, a trotting mare with a record of 2.14¼.

"J. C. Littlefield," of Lexington, Mass., paid $250 for Electric Bird, a trotting mare, and $1,100 for Ashland Cassell, a trotting stallion. "J. C. Littlefield" is the name assumed at the auction by a well known cigar manufacturer of Boston.

***

Theodore Dentz, of the house of Henri Dentz, of Amsterdam, estimates that the 1902 crop of Sumatra, to be sold at the inscriptions in Holland this year, will aggregate 247,991 bales. The total crop of 1901 was 227,512 bales.

***

J. A. Kugelmann, a large commission merchant of Hamburg, Germany, leaves for Havana on February 7, accompanied by his junior partner, Alfred Meyer. Mr. Meyer will remain in Havana as Mr. Kugelmann's resident manager.

***

Henry L. Mahan, corresponding clerk of the order department of the American Snuff Company, was one of the twenty unfortunates who were killed in the shocking collision on the Jersey Central Railroad at Westfield, N. J., on the afternoon of January 28. He leaves a widow and two orphans, one 14 and the other 9 years of age.

Mr. Mahan has been in the employ of the American Snuff Co. ever since it was organized and before that, for about fifteen years, was with George A. Helme & Co. He was a valued and highly esteemed employe.

***

Louis Hirsch, of Joseph Hirsch & Son, leaves for Havana on February 7.

***

Charles Solliday, representing E. Rosenwald & Bro., is doing remarkably well on his present western trip.

***

Eugene Heitler Lehman, a private tutor of 416 West 118th street, has learned officially from friends in Yale that a Cecil Rhodes scholarship in Oxford University has been given to him. He is the first American to receive a scholarship.

Mr. Lehman was born in Pueblo, Col. His father was the late Moritz Lehman, a wholesale dealer in leaf tobacco of that town. Young Lehman was graduated from the Centennial High School at Pueblo in 1898. He then attended the Colorado University and won the Giffin gold medal, in his freshman year, for oratory. He was graduated from Yale last June. During the course he was one of five who won the Ten Eycks prize for oratory, and belonged to the debating team of Yale. He won the William Townsend prize for writing the best essay and also the DeForest medal for delivering the best oration at the commencement, on "Zionism." He also received honorable mention in the John Addison Porter prize for American history.

Mr. Lehman has been taking a post-graduate course at Columbia in philosophy, which he gave up two weeks ago to do private tutoring. He is 22 years old. He said yesterday that Governor Orman of Colorado had written to him that his scholarship percentages were the highest of all the applications for the course at Oxford.

He said, "my highest aim and ambition in life is to do my humble part toward alleviating the misery and sufferings of the Jewish people in Russia, Romania and Galicia, where men who seek to rise are cut down and trampled upon and women given education only upon their consent to a life of degradation."

***

William A. Stickney, of the W. A. Stickney Cigar Co., of St. Louis and Kansas City, Mo., Denver, Col., and Salt Lake City, Utah, is in town.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"

"Webster"

"Farragut"

Office, 209 Pearl St. *NEW YORK CITY.* *Factory, Tampa, Fla.*

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Hirschhorn, Mack & Co.
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1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Joseph F. Cullman, the well-known leaf merchant, of this city, was taking his father, who is 81 years of age, to the home of the latter in West 82d street, from Dr. Knapp's Ophthalmic Hospital in West Twelfth street, in a carriage from Rynson & Brown's stables, driven by Walter J. Borner last Sunday afternoon. The horses were spirited and on turning into Broadway took fright from some unknown cause and dashed wildly up the thoroughfare named. The eyes of the elder Mr. Cullman were fortunately bandaged and his son soothed him into believing that the carriage was merely going at a rather rapid gait. But the younger Cullman did very much more then that. He preserved his presence of mind throughout the whole exciting episode and with his head out of the carriage window directed the struggling driver in all his movements. At 33d street and Fifth avenue the horses which, by this time, were pretty well tired out, were brought to a standstill. Driver Borner collapsed in a dead faint when it was all over and was taken to a hospital in an ambulance. Mr. Cullman transferred his father to another carriage and brought him safely home.

The foregoing is a summarized account of an incident which was told in great detail in all the morning dailies of yesterday. Joseph F. Cullman's coolness in the face of imminent danger is a trait which he displayed in his own behalf a year ago when he saved his life in the Yale dormitory fire in New Haven.

***

H. Duys, Jr., reached New York today on the Zeeland in restored good health.

CORRECTION.

The first Sumatra inscription at Amsterdam will be held on March 18, not on the 20th, as erroneously stated on page 3 in the special dispatch.

NEW WAREHOUSE FOR READING.

Manufacturers Busy and Employing Additional Hands—New Cigar Factory Starts Soon—Other Trade News.

Reading, Pa., Jan. 31, 1903.

James U. Fehr has decided to build on his property located at the southeast corner of Seventh and Franklin streets during the approaching spring. Two years ago, Mr. Fehr secured this site with the idea of putting up a large building for his growing business. His plans have now matured, and operations will begin as soon as the weather permits. He proposes extending his trade, and, therefore, needs a large warehouse. He has 40 feet front on Franklin street and 70 along Seventh, and will erect either a three or four story building. He packs considerable Berks and Lancaster grown tobacco, but proposes branching out into the general leaf business. He will also have ample accommodations in his new building for the manufacture of cigars.

Howard W. Riegel placed several additional hands to work last week He is making a great hit with his Think Oh brand, and ships considerable of them to all parts of the State. He is now preparing to place several new nickel brands on the market early in the spring.

A. R. Orth, proprietor of the Pompey cigar store, completed making a number of improvements to his business place which he just recently acquired. The figure advertising the Pompey, Mr. Orth's leading brand, which has been in use forty years, has been given a fresh coat of paint and a new suit of paper-mache. Mr. Orth's store building has been repainted with ads. for the Pompey and George Green's Old Reliable Butts.

The stockholders of the American Match Company here held a meeting last week to consider the advisability of purchasing additional machinery to increase the production of the plant. The company expects to expend $16,000 or more to make an addition and to double the capacity of the plant. Last month they turned out twenty-eight car loads of matches.

Edward Ganter returned this week from a successful business trip through the coal regions with orders for over 75,000 of his leading brands. His factory is running on full time and orders are rapidly coming in. Mr. Ganter left on Saturday on another extended trip through New York state, accompanied by his wife.

Cigar manufacturer John J. Roth put several additional hands to work last week. He proposes placing several new brands on the market shortly.

Yocum Bros. are running overtime in order to get out their orders. The firm made 20 millions of cigars in 1902 and expect to double their output this year. The six story annex to the already large factory is about completed and operations will be begun in full about February 10th.

The new cigar factory of James Sharadin & Co., which is being moved to this city from Chicago, will shortly be put into operation in the building formerly occupied by the plant of the Reading Gas and Electric Fixture Company. The building is being remodeled thoughout, and hands are already being employed. The firm expects to start up about February 1st with a large force of hands. Fine hand work will be done exclusively. The firm will run a model factory, and have filed a bond for $10,000 with Deputy Collector F. W. Cranston.

W. H. Yocum, the well known cigar manufacturer, contemplates a business and pleasure trip to Havana, Cuba, soon. He will be accompanied by A. Thalheimer, the cigar box manufacturer.

The cigar factory of T. T. Zerbe & Bro., at Schafferstown, has been made a strictly union factory, and a more active effort than ever before is being made by the firm on their Muhlenburg brand of nickel goods.

Irwin Horst, also of Schafferstown, is also quite energetically pushing his Quaker Boy and Halsbury brands.

PHILADELPHIA

DUNN FACTORIES CHANGE OWNERSHIP.

The well-known cigar factory operated under the name of T. J. Dunn & Co., on North Broad street, changed ownership Monday morning. Theodore Werner & Co., of New York, being the new proprietors. The property was sold by the heirs of the late Henry Heymann and the consideration involved is said to have been close to $500,000. The sale includes besides the Philadelphia factory, the branches at Boyertown, Lebanon and Chester. The business was conducted, up to the time of his death a little over a month ago, by Henry Heymann who left his estate to his wife and children. Since the latter's death the business has been carried on by his sons, Joseph and Gerson Heymann.

Theodore Werner & Co., the new owners, have been well and favorably known in New York business circles for years. They are busy arranging the details of the business, subsequent to their purchase, and promise to give out a more detailed statement in a short time.

AN AUSPICIOUS OPENING.

The new branch store of Vetterlein Bros., manufacturers of the Sabaroso and other popular cigars, at Boston, Mass., was opened last Monday. Word is received from A. Boyd Wilson, manager in charge that the opening was in every way auspicious.

CHARTER MEMBER DEAD.

John H. Hofmeister, one of the charter members of the first cigarmakers' union organized in Philadelphia, died Jan. 25, at his late residence, 2038 E. Susquehanna avenue, aged 47. He was remembered at the funeral by handsome floral tributes from his comrades.

A BOGUS CHECK WORKER.

Cigar dealer John Koons, of Tenth street, accepted a worthless $10 check Saturday from a tall, well-dressed stranger who represented himself to be a son of the proprietor of the Stewart bakery on Spring Garden street. The stranger told Mr. Koons that a number of young fellows intended to give a friend a "blow out" and he was authorized to buy the cigars for the occasion. Securing $5 worth of cigars and $5 in change, the stranger left a $10 check and departed. Subsequently Mr. Koons investigated and found the check to be worthless. The same fellow worked the game on a hardware merchant and the police would like to see him.

MARCELLO WILL MOVE.

Duncan & Moorhead, who have made the Marcello famous, are to move from their present cosy quarters on Chestnut street, as a new bank building is to be erected on the site. Just when they will move depends upon their securing suitable new quarters which, it is understood, they have not yet found.

SUCCEEDED AND MOVED.

William H. Hartley has moved his cigar factory to 2333 North Eighth street, and will inaugurate a number of improvements. He recently succeeded to the business of Hartley & Schnaible.

WILL OPEN A BRANCH STORE.

The building at the southeast corner of Second and Market streets, lately occupied by B. Greenwald, is being renovated and refitted for occupancy by William B. Moore, who has a cigar store and his headquarters at Eleventh and Filbert streets. Mr. Moore will establish a branch cigar store at the site name.

ENTERED THE BROKERAGE BUSINESS.

M. Rosenstein has established himself as a leaf tobacco broker at 141 North Third street and is credited with already doing a snug business. Mr. Rosenstein was with K. Straus & Co. for some years and for a short time was with Dohan & Taitt. He retired from the latter firm January 1.

BOTH MEMBERS BUSY.

Both Messrs. Young and Newman, of the leaf house of the same name, have been very busy since the first of the year attending to business on the road. Mr. Newman is now in the West securing his share of orders, and Mr. Young returned from a short trip South last Saturday where he did well. Both are of the opinion that 1903 leaf tobacco business will far surpass that of 1902.

PETER'S A GOOD GUESSOR.

Peter F. Murphy, the genial president of the Penn Tobacco Co., of South Sixth street, was among the lucky winners of the prizes awarded in the Floradora Tag Company's guessing contest. He was fourth in line and gets $1,000, of which he will doubtless use a little in handing out smokes to his friends who were unlucky enough to guess far and wide of the mark.

OVER IN JERSEY.

The retail cigar dealers of Camden, N. J., as a rule, are taking a marked interest in the protective organization movement of the Philadelphia retailers. Missionary work in the way of inducing consumers to buy independent manufacturers' goods is being prosecuted by a really large number of the smaller dealers in Camden and ofttimes their earnestness in the matter is amusing, inasmuch as there is no retail store of the so-called trust in that city. There is a branch of the American Cigar Company in Camden and it employs a large number of the youths and maidens of that city. Many Camdenians look upon the factory as a to be-welcomed industrial acquisition, while others are not given over to praising it. From the fact that the factory has been almost continuously advertising for "hands" for some time, tobacco workers it would seem, are scarce in Camden.

The Bayuk Brothers' Cigar Company filed articles of incorporation with the county clerk of Camden county last Thursday. The objects of the company is to deal in tobacco and cigars; capital $100,000: incorporators, Samuel and Meyer Bayuk of Philadelphia and H. J. Kingsbury, of New Jersey. The company is preparing to put out a new brand of cigars.

THEY WILL PROTEST.

The Sabbath Association of Philadelphia will fight the passage of the act introduced recently in the Pennsylvania legislature by Senator Berkelbach "authorizing the sales of certain articles on the first day of the week, commonly called Sunday." Dr. Mutchler, of the Sabbath Association, announces that the friends of the anti-Sunday sales movement will appear before the Law and Order Committee of the State Legislature, February 10, and protest against the repeal of the Sunday law. In fact, if the Sunday closing people had their way, Sunday closing and other laws affecting Sunday observance would be far more stringent than they are. There was a time when people proved that other people were witches and burned the witches. But they can't do it now.

FACTORIES ARE BUSY.

Visits made to many cigar manufacturers by World representatives brings forth the news that most of them are busy—unusually busy for the season—with orders on hand and orders coming. "We have all we want to do," said the office manager of the Vicente Portuondo factory. "We are putting on additional hands," was the cheery news given out at Vetterlein Bros.' North Fifth Street factory. And similar expressions were heard from managers of other factories. The general concensus of opinion is that 1903 January business has far exceeded the same month in 1902.

WILL RETURN TO MARKET STREET.

The Penn Tobacco Company, successor to Peter F. Murphy, will shortly remove from its present location on South Sixth street to the Keim building on the south side of Market street, west of Sixth. The Keim building is being renovated and refitted for the use of the Penn company people, and it is said they will occupy all but the two upper floors of the building. About three years ago the company was located on Market street, and it is said they liked the thoroughfare so well for business reasons that they are induced to move back again. The company transacts a large tobacco jobbing business.

THE SMOKE THAT FAILED.

Some time ago, so the World reporter is told, a young West Philadelphia cigarmaker announced that he had discovered the philosopher's stone in tobacco leaf. It was, when smoked, to be the smoke of smokes—a sort of airy, dreamy, godlike puff, beside which the ordinary pull of a hooka badah would have to go way back and sit down. For an indefinate time the aforesaid young discoverer has been "curing" some of the new ambrosial weed—most likely it was burdock or sunflower leaves, steeped in carbolic acid and licorice—and the other night he retired to his "smoking den" with pipe and matches to thoroughly "sample" the new heavenly decoction About twenty hours later when "ma" went to call Willie, the discoverer, to a late supper, Willie did not, nay, could not, answer "ma's" call and now, according to the good doctor who was hurried in, it will take two weeks' treatment for Willie to get his face back into shape again, and he may never be able to walk otherwise than lop-sided and tired-like. From all of which it would seem that it is better to stick to the good old true and tried ways rather than to deal in paralysis-breeding experiments.

WILL OPPOSE THE BLUE LAW.

A number of men interested in the retail tobacco and confectionary trade as well as a committee from the Philadelphia Retail Cigar Dealers' Protective Association, will visit Harrisburg, February 14th, for the purpose of appearing before the proper legislative committee to urge the repeal of the "Blue Law" of 1794 which forbids the sale of candy and cigars on Sunday. It is said strong and convincing arguments have been prepared to prove to the legislative committee that the sales of several commodities have become a necessity, not a sacrilige in modern days, and that to forbid their sale is an interference with constitutionally guaranteed liberty.

MOSTLY PERSONAL.

Leopold Loeb, President of the Loeb-Nunez Havana Co. is on his way to Havana. Milton Herold, secretary of the company, arrived home Sunday from that tobacco centre.

Continued good reports are received of the health of Otto Eisenlohr, who went to Florida to secure recreation and rest.

Jesse M. Falk, of G. Falk & Bro., of New York, was visiting Philadelphia patrons this week.

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS

Three for Five Cents



BEN ROY Cigarros

Five for Five Cents

MINUETTE Cigarros

Ten for Ten Cents

ITABA CROOKS CIGARS

Three for Five Cents

Main Office, Hanover, Pa.

Godfrey S. Mahn is in Havana and will remain there on business a few weeks.

Charles Rockel, of the new firm of Charles Rockel & Bro., of St. Louis, was in the Quaker City last week looking after purchases.

B. Hamberger, of Hamberger Bros. & Co., of New York, was visiting Philadelphia patrons for a day or two last week and was a visitor again this week.

Thomas Stavely, of the J. B. Heil Co., started on a Southern tour Monday and will be gone about a month.

Harry Mills, the genial Western representative of Vicente Portuondo, was in Cincinnati, O., last week, and was received with a welcome by a large number of rugular patrons.

Harry Nathan, salesman with the Loeb, Nunez Havana Company, is touring the west and last week booked a goodly number of orders at Cleveland, Cincinnatti, and other trade centres in Ohio.

E. S. Garland, the New York representative of the Theobald & Oppenheimer Co., has been doing a little extra pushing of sales since the first of the year, with the result that he has secured a far larger number of orders for the firm's cigars than usual.

T. J. Daly was in Boston and other New England towns last week for his house, Dohan & Taitt, and did a good business.

Mr. Levy, salesman with B. Labe & Sons, visited the St. Louis trade last week.

M. Gower, with E. A. Calves & Co., was a visitor to the Cincinnati trade last week.

TOBACCO WORLD CONFIRMED

In Its Assertion That Certain Havana Manufacturers Had Agreed Not to Sell Factories and Brands.

Under date of January 23, 1903, Behrens y Ca., of Havana, Cuba, send a letter to The Tobacco World, which confirms the statement made some time ago in the World that a number of prominent Havana cigar manufacturers had agreed neither to sell nor to lease their factories and brands. The letter is herewith given in full:

Havana, January 23, 1903.

Editor Tobacco World,

Philadelphia, Pa.

Dear Sir:—We beg to inform you that we, as owners of the independent cigar factories and brands, "Romeo y Julieta," "Ramon Allones" and "La Cruz Roja," "Flor de Tobaccos de Partagas y Co., "Sol" and "Luis Marz," have this day signed a legal document before Mr. Rodolfo Armengol of this city, in which we have agreed and bound ourselves neither to sell nor to lease our factories and brands.

Respectfully yours,

Rabell, Costa, Vales & Co.,
Rabell, Costa & Co.,
Cifuentes Fernandez y Ca.,
Behrens & Co.

—Twelve hands of tobacco raised under canvas at the government experiment station at South Carolina, will be exhibited at the fourth annual Tobacco and Corn Fair, to be held at Maysville, S. C., February 21st. It is said to be the finest tobacco ever grown in the State.

Trade-Mark Register.

THE KEYSER. No. 13,939.

For cigars. Registered Jan. 27, 1903, at 9 a. m., by Adam Baker, York, Pa.

BOB TAIL HORSE. No. 13,940.

For cigars. Registered Jan. 27, 1903, at 9 a. m., by H. Heilbron, Vincentown, N. J.

LENI LENAPE. No. 13,941.

For cigars. Registered Feb. 2, 1903, at 10 a. m., by F. W. Welsh, Philadelphia, Pa.

MUNJURA. No. 13,942.

For Turkish cigarettes. Registered Feb. 2, 1903, at 10 a. m., by M. Kaufman & Co., Philadelphia, Pa. (Consists of a design of an eagle on a perch, surrounded by a wreath within a circle, used as a trade mark.)

CALDENO. No. 13,943.

For cigars. Registered Feb. 2, 1903, at 11 a. m., by Herman Richter, Philadelphia, Pa.

SEARCHES.

"Col. Arthur Lynch," "Martello," "Saludo."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Individuality, Peleewan Pano, El Beso, Fob, Pola, Tilly Haynes, Grovers' Special, Faluma, taba Crooks, Dardo, One Eleven, Cataba Crooks, La Importina, Union Flyer, Coutly Trio, Golden Sunshine, Eloquent, Introduction, Miss Vanderbilt, Court Blossom, Lady Pomp, Sun Eagle, Prince Eagle, Springer, Clark's Pets, Seal Brand Twins, Bizak, Yusluk, El Regalado, Velinda, Black Douglas, Lorn, Darnly, Moulai Abdul Aziz, La Flor de Henry Reed, Delhi, La Afrida, La Deva, La Indra, Samarosa, La Arabita, La Norwegia, Senora Espana, Spanish Bride, Old Country, Irish Maid, Moreish, Virginia Lee, Contransporto, Andante, Appreciation, Influence, Men O'Work, Gutentag, The Midway King, Newman Noggs, Mr. Dahm, Mrs. Dahm and the whole Dahm Family, Happy Nick, Happy Knight, Marconigraph, Pearlidora, Mritidad, La Flor de Abram S. Hewitt, La Flor de N. G. Gonzalez, La Flor de Narcisso Gonzalez, Government Seal, Kamak, Herbert W. Bowen, Jose Lopez, Honest Weight, Kaiserhof, Monsonshar, Boston Gem, All Smooth Five Cent Cigar, Fraternalist, Presto, E. F. K, United National, Queen of Rhiezoma, Myron T. Herrick, La Nescire, La Fulardo, La Goldora, La Vicora, Vera Fulda, Unanimous Verdict, Idyllic, Brilliantine, Daily Guide, Col. Max Fleishman, Island Seal, Zulia, Judge West, M. H. B., Tom Orr, J. A. Blessing Monogram, Lee Circle, Chief Philip Deitsch, El Berber, Rolande Park, A Dodger from Dodgeville, Happy Smiles, Money Musk, Bandolero, Sweet Breeze, Dreamland Maid, Starry Dome, Mighty Kings, White River Route, Giovanni Battista, Rubini, Le Phare, The Bartender's Union, Long Time, Royal Arc, Our Mascot, America's Knight, Union Teamsters, Zuzzubuzz, Good Times, Old Brilliant, Hayes, Dan Patch, Manila Palms, El Producto de Manila, Falling Star, Modern United Hawk (M. U. M.) National Leaf, Imperial Vuelta, Papa's Own, Poney Baker, Little Cupids, Black Smoke, Empire Square, Royal Tycoon, Black Seal, Anti-Trust Cigarette and Tobacco Co., The Irish Brigade, Chicago Examiner, Chicago Barber Association, La Flor de Ramon Suarez & Co., La Atencion, Chas. M. Russell, Milwaukee Leader, I. O. A., Eclipse, Rodriguez Lopez Co., Vista Grande, La Isla, The Harvest, John F. Altgeld.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes



Union Made All Sizes

M. Steppacher, Reading, Pa.

SOMETHING NEW AND GOOD

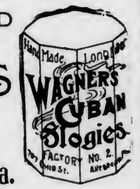
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon, Maker. Moundsville, W. Va.

Jobbers, Write for Samples.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Tobacco

East Petersburg, Pa.

A. K. MANN, Packer of **Leaf Tobacco**

MILLERSVILLE, PA.

Pennsylvania Tobaccos a Specialty.



10c.

A Perfect Cigar.

5c.

A Delicious Smoke.

Strictly Hand-Made.



They are Deservedly Popular

MANUFACTURED BY

CHARLES M. YETTER

READING, PA.

We use the *Blue Label* of the

Cigarmakers' International Union of America

WE SOLICIT YOUR CORRESPONDENCE



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.



E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

CIGARS OF HIGH DEGREE

Chief Rabban 10c. *Lady Mar* 5c.
Wyoming Elk *Ortho*

Discriminating Smokers Will Appreciate Them.

Penn Cigar Company,
READING, PA.

John H. Witter,
Manufacturer of *Newmanstown, Pa.*
FINE HAVANA HAND MADE
CIGARS
Lord Gloster--10c.--Henry W. Sage
Dundreary, 5-cent

WM. H. REDCAY
READING, PA.
MAKER OF
HIGH GRADE HAND MADE Havana Cigars
UNION MADE.
Famous Brands:
RINGOLD and FUDGE, 5c.
KEY WEST HAVANA, 10c.
Write for Prices. Jobbing Trade Solicited.

THE BAN ON TAGS AND COUPONS.

Independent Manufacturers Form Protective Organization at Washington---To Fight Coupon Scheme.

[Special Correspondence of The Tobacco World.]

Washington, Feb. 3, 1903.

Representatives of leading tobacco manufacturers from all parts of the United States met here to-day and formed a temporary organization for the purpose of securing mutual protection and benefits.

Among the firms represented were Leidersdorf & Co., of Milwaukee; Bailey Bros., North Carolina; Surbrug Company, New York; Scotten Dillion Company, Detroit; Clark & Co., Virginia; Dougan Tobacco Company, Albany; John Weisert Company, St. Louis; R. P. Richardson Company, Virginia; W. R. Doss Company, North Carolina; John E. Tuchet & Sons, Illinois; Conrad Bentley Company, Virginia; Reynolds Tobacco Company, Bristol, Tenn.; Strater Bros., Louisville; Manufacturers' Tobacco Company, Louisville; B. T. Gravely & Sons, Virginia; Eagle Tobacco Company, Illinois; F. R. Penn Tobacco Company, North Carolina; Spencer Bros., Virginia; People's Tobacco Company, New Orleans; Lovell, Buffington & Co., of Kentucky; Ogburn, Hill & Co., of North Carolina.

Letters expressing sympathy with the movement were received from nearly every independent manufacturer of importance in the country.

The temporary organization was effected by the selection of John Lanstreet, of Richmond, Va., as Chairman, and R. J. Snead, of Lynchburg, Va., Secretary. H. D. Miller, Philadelphia, S. C. Penn, Reidsville, N. C., and C. D. Larus, Richmond, Va., were appointed a committee on permanent organization.

One of the purposes of the manufacturers is to appear before the House Ways and Means Committee and urge legislation prohibiting the giving of tags and coupons for redemption purposes, pictures, etc., with tobacco and tobacco products bearing internal revenue stamps.

Some time ago a law was enacted forbidding the placing of pictures in tobacco packages, the practice having assumed a form that was alleged to be demoralizing. In 1899 a law was passed making it unlawful to place in any package of tobacco bearing a revenue stamp a coupon or tag redeemable by the manufacturer. This was subsequently modified, and the desire of the independent manufacturers is to have the law re enacted with a provision that will make it more comprehensive than the former law. It is claimed that manufacturers in the trust evade the law.

PHILADELPHIA LEAF MARKET

The leaf market has been more brisk this week with sales which, in the aggregate, formed a good week's transactions Prices have held firm Sales would have been more frequent if the demand for certain grades could have been met. There was a good demand for Connecticut Broadleaf and 1901 Zimmer—far more of a demand than could be supplied. There was also an increased demand for Pennsylvania Broadleaf and Wisconsins, which tends to show that the manufacturers are busy and are stocking up a bit. The demand for Sumatra and Havana was about as usual. The outlook for a brisk February trade is good.

TOBACCO COMPANY RESTRAINED.

An order signed by Vice Chancellor Stevenson was filed in the Court of Chancery at Trenton, N. J., on January 30, restraining the United States Tobacco Stemming Company from holding its annual meeting and enjoining Joseph G. Havens from voting, selling or disposing of 9,400 shares of the capital stock standing in his name.

The bill of complaint filed on behalf of a number of stockholders charged that the issuing of this stock to Havens was a conspiracy on the part of the Board of Directors, by which they sought to secure the stock and 500 bonds of the Cuban and Mexican Tobacco Company without giving any consideration.

The United States Tobacco Stemming Company was formerly the Underwood Stemming Machine Company. The complaints contend that they purchased stock in the Underwood Company upon the representation that they would receive a stock dividend of three shares in the new company for each share held. They say they received stock of the Underwood Company, but none of the new certificates of the United States Company. It is alleged that the directors planned to obtain control of the company by withholding the stock from the complainants and voting it to Havens in return for alleged patent rights. The company's principal office is at Newark.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

Offer to Pennsylvania Union Factory.

Salesman, well-acquainted with trade, who owns very valuable brand—with box trimmings to match—for cigars, desires to negotiate with Pennsylvania Union cigar factory for manufacture of 1,000,000 cigars per month Only manufacturers giving discount need reply. Sales made on commission basis with fair royalty for patents In answering state full particulars as to goods, capacity, etc. Address PROMINENT, Box 69 care of The Tobacco World. 1-14-2t

CIGAR FOREMAN, with a practical knowledge of the cigar business, understanding the making of combinations, casing and taking care of stock, and the handling of men, wishes a position as Foreman, where ability will be appreciated Reference A.A.1 Address FOREMAN, Box 65, care of The Tobacco World.

FOR RENT—A large brick building suitable for cigar manufacturers working suction tables, in a locality where there is plenty of cheap labor and no Union town faction. Capable of working several hundred hands. Address, Factory, Box 66, care Tobacco World. 2t.

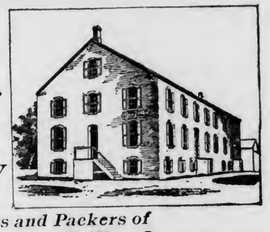
WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave, New York city, (formerly at 113 Maiden lane). 12-17-3m



I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in Leaf Tobacco
Lancaster, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER PA

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

A. W. ZUG

EAST PETERSBURG - PENNSYLVANIA

High Grade Cigars.



Recommended for Exquisite Aroma and Excellent workmanship

WE EMPLOY NO SALESMEN. All our business is transacted direct with the wholesale houses. Please place yourself in correspondence with us. We will save you money.

TOBACCO SALES AT LANCASTER

Fairly Brisk but in Small Lots—1901 Crops Packed—Replevin Suit Tried--Other News Items.

Lancaster, January 31, 1903.

The sales of old tobaccos continue to be made in small scattering lots, the volume of business being only moderate. It is rumored that a fairly good sized packing of 1901 crop has been made; while the rumor has not been confirmed, the particulars pertaining thereto are zealously guarded. There has been several out of town buyers here during the week, looking for old tobaccos, principally the 1900 crop. There are several lots of that year's growth in the packers' hands, and the holders of it are firm in the prices demanded. Receipts of the 1902 crop continue heavy, the tobacco being now in good condition. Occassionally a crop is brought in that is not up to the satisfaction of the buyer, and in such instances, matters are amicably adjusted. All interest is now centred in the packing of the crop and the packers are busy with their usual quota of men carefully sizing and packing same.

Manufacturers everywhere are busy and would put more hands at work were they obtainable. All report the output for January remarkably unprecedented.

The replevin suit of John A. Brown, ancillary administrator of Walter G. Wilson, deceased, against Dr. John F. Mentzer, trustee in bankruptcy of Harvey B. Bitzer, came up in court this week. It was a suit in replevin. In 1899 Bitzer was in the cigar business in Ephrata. Bitzer purchased 100 cases of tobacco from Wilson, and he alleges that Bitzer at the time represented himself to be worth $20,000 and his father $60,000. Shortly afterwards he was declared a bankrupt. Wilson now claims at the time he sold his tobacco Bitzer knew he was bankrupt and made false representations. Bitzer was largely indebted to M. L. Weidman, and transferred the tobacco to the latter as a collateral security. Wilson issued a writ of replevin to recover the same, but could seize only 41 cases. Bail was furnished and they remained in Mr. Weidman's possession. The amount of money involved in the suit is about $6 500. The Court directed the jury to find a verdict in favor of the defendant.

The National House of Representatives on Friday, in Committee of the Whole, considered favorably the bill to pay innocent purchasers of cigars from the firm of Wm. M. Jacobs & Co., of Lancaster, Pa., the amounts they had paid the firm on account of stamps on the cigars, which Jacobs had counterfeited. The bill has been reported to the House and will probably be passed.

Deputy Revenue Collector H. L. Hershey has written to Congressman Cassel requesting him to use his best endeavors to procure an appropriation for the enlargement of the public building here. The postoffice quarters are crowded, and the revenue offices are not conveniently arranged. A room is also required for the Board of Civil Services Examiners. Collector Hershey has also written to the Treasury Department, asking that an inspector be sent here with a view of determining the necessity for an extension of the building.

I. A. Rich, of the firm of M. Rosenthal & Co., accompanied by his wife, left for an extended trip to Florida and the Bermuda Islands this week.

Jesse M. Falk, representing G. Falk & Bro., of New York, spent several days in town and booked some good Sumatra orders.

Joe Kemper, of M. Kemper & Sons, Baltimore, Md., was in town on a double expedition, viz: buying and selling. He succeeded in both.

Sam Kaufman, now representing the large lithographic establishment of Wm. Steiner Sons & Co., finds that his trade in Lancaster and vacinity is reaching such proportions that he is obliged to spend considerably more time here than formerly. He is seriously considering the renting of a home here.

Mr. Kohlberg, of M. P. Kohlberg & Son, New York, secured a share of business here for his well-known house.

L. E. Ryder recently returned from a business trip West, and informs the writer that he met with encouraging success.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

YORK LEAF MARKET BRISK.

Cigar Manufacturers Busy and Trade Conditions Good--New National Bank, Trade Personals and News.

York, Pa., February 2, 1903.

Business in the York leaf tobacco market has been quite brisk during the past week. Almost every firm made a report of "doing a nice business just now." S. L. Johns, J. H. Stiles, I. B. Hostetter, D. A. Schriver & Co., Sonneman & Son, and Hostetter & Able have been busy lately and each made a number of big shipments of old leaf. Prices on all grades are firm, and the demand is general for old tobacco, no particular grade of leaf having the call. The outlook is very promising as the demand for cigars is increasing and packers and warehousemen anticipate a prosperous year.

The Tobacco World's report of the continued boom in the cigar making business in York county is again born out by the receipts for January at the York office of the Ninth Pennsylvania Revenue Internal District, which show an increase of $7,862.14 over January last year. The sales of cigar and other stamps during the month just past amounted to $98,911.52. These figures tell the story of what is doing in York

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1865

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

J. E. SHERTS & CO.



Manufacturers of High-Grade Seed and Havana CIGARS Lancaster, Pa.

L. E. Ryder,

Wholesale Manufacturer of

Cigars

Lancaster, Pa.

The Best Possible Goods for the Least Possible Money.



R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

Pouch Cigars—Three Hits—3 for 5 cents

Trimbuck—2 for 5 Cents

To Jobbers Only. Investor—5 Cents

Phares W. Fry, Lancaster, Pa.



F. E. Eberly,

Manufacturer of High-Grade Union Made CIGARS

Stevens, Pa.

Shipping Station, East Earl.

H. L. WEAVER. E. H. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade CIGARS

DENVER, PA.

STRICTLY UNION-MADE GOODS

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of UNION-MADE CIGARS

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

G. Falk & Bro., Importers of Sumatra and Havana and Packers of American Tobacco 171 Water St., New York



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of Nashville, Pa.

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced

Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH

MANUFACTURER OF FINE CIGARS

For Wholesale and the Jobbing Trade

Special Brands made to Order.

A Trial Order Solicited.

Sumatra Wrapped and Long Filler Goods a Specialty.

RED LION, PA.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

county among the cigar manufacturers.

Many York county cigar manufacturers are interested in a bill now pending in Congress to refund to the customers of W. W. Jacobs, of Lancaster, the amount of the counterfeit revenue stamps purchased from him. Quite a number of cigar manufacturers in this vicinity bought bogus stamps from Jacobs in good faith, and they see no reason why their money should not be refunded.

A new national bank has been organized in Dallastown, with John W. Minnich as president. W. H. Raab, one of the most prominent cigar men in this section, is a member of the board of directors.

An effort is being made to secure a pardon for A. A. Leber, the Red Lion cigar manufacturer, who is in jail in Gettysburg serving a term for selling counterfeit union cigar labels Leber claims he is innocent of the charge.

Paul Johnson, of Hanover, has been appointed traveling sales agent for the Keystone Cheroots Company. His territory will cover the State of Virginia, with headquarters in Richmond. He assumed his new duties this week.

The Pennsylvania railroad company is making extensive improvement along the Northern Central Railroad between York Haven and Goldsboro. At Falls' View, Cly Shelley's new cigar factory and a number of summer cottages will be absorbed by the big improvements. The railroad company has offered Mr. Shelley a fair price for his property. The factory was only erected about a year ago.

L. G. Pfaff, of Hanover, has purchased a plot of ground in that borough, corner of Franklin street and an alley leading from Franklin and High street, on the rear of which he will erect a cigar factory for his son, Lewis Pfaff. The building will be completed at an early date, and the new factory will begin operation immediately thereafter. The factory will be a union shop.

Edward Beck, cigar manufacturer at Mountain Grove, Manchester township, reports being crowded with orders. His factory is working every day until 10 o'clock at night.

Robert H. Andrews, who conducted a general store at Sunnyburn, has sold his property and will move to Baltimore, April 1, where he will engage in the leaf tobacco business.

I. B. Kuhn, of McSherrystown, who recently resigned as president of cigar makers union, No. 316, has been appointed traveling label agent for the union. Mr. Kuhn, who is known among the cigarmakers craft everywhere as a hustler, will visit the anthracite and bituminous coal regions of Pennsylvania, and also the mining sections of Maryland and West Virginia, and will be absent for an indefinite period. A portion of his time will also be spent in Harrisburg in the interest of pending labor legislation.

PICK YOUR ROOM.

A well known leaf drummer is responsible for this story:

"There's a little hotel down in Texas which instead of numbering its rooms, as most hotels do, labels them with the names of cigar brands. Guests known to have large appetites are invariably shown to Maneto; those who are chronically slow pay are put in Dunoro; bibulous ones are sent to Mamie Taylor; Irishmen always to Faugh-a-Ballagh; guests who come to explore the country are put in Pathfinder; tobacco trust travelers are always at home in Potentate; guests who sleep long of mornings are generally somehow assigned to Philadelphia, whereas those who are fond of getting up at cockcrow are always put in Sol. Sporty boys find Bull-Dog congenial and comfortable; lawyers on circuit are always sent to Webster; polite guests find Gaston very much to their taste; actors or actresses are shown to Stage Favorite or Florodora; boisterous people go to Bear; chaps who are disposed to be scrappy are assigned to Union Butts; very patriotic people go to World Power, and ambitious statesmen to Hannibal Hamlin; jolly chaps are sent to Happy Jim, dudish ones to Trimbuck, and patriotic fellows to Great Sire."

REMOVED FROM THE POLES

Wisconsin Tobacco in Good Shape—J. Friedman & Co.'s New Warehouse —Trade News.

Janesville, Wis., Jan. 31, 1903.

The large, handsome, new warehouse of J. Friedman & Co., of Chicago, has been finished in this city, and is now occupied. The main structure is 130x60 feet, with 20 feet posts. The front rear walls are of solid brick, battlement style of architecture. The sides are framed with steel covering and fire-proof composition roof. At the rear is an annex 60x40 feet, containing an assorting room 60x24 feet, and bundle and packing room, each 16x30 feet. These rooms are all bricked between the joists and have doors ironed on each side, making the building as fire-proof as possible, and securing a very low rate of insurance. In the corner of the main building is a suite of fine rooms, consisting of an office, a private office and lavatory. The walls and ceilings are of brick, finished in natural colors. The building has a storage capacity of 5,000 cases, and 2,200 cases of old goods are already in storage. The assorting room has opened on the new crop, with Captain Campbell, the firm's Wisconsin buyer, in charge. An even score of assorting rooms are in operation, with over 1,000 persons at work, and a weekly pay-roll of about $8,000.

In old goods J. L. & M. F. Greene, sold 140 cases 1900, F. S. Barnes 100 cases export, and Rudolph & Donahue 25 cases strips. L. B. Carle & Son sold 75 cases 1900 and 1901.

M. D. Newberger, a prominent cigar manufacturer of Cincinnati, was in our market this week.

A. Cohn, of New York, and L. W. Scott of Boston, were here this week.

E. C. Tallard, of Edgerton, has severed his connection with E. Hoffman & Son, of New York and has entered the employ of Meyer & Mendelshon, of the same city.

Sanford Soverhill spent Wednesday in Chicago.

A regular January thaw Wednesday and Thursday put the hanging tobacco in good shape and all was removed from the poles. The farmers delivered a large quantity of tobacco to-day at local warehouse.



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100 000 to 125,000

Cigars

Factories: YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.





Great Sire

A National Leader in Five Cent Cigars

MADE BY

J. E. Hostetter, Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."



La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Wave

Capacity, 85,000 per day.

Prompt Shipments guaranteed

B A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR



BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades

Correspondence solicited.

Samples on application

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.



STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.



B. F. ABEL,

Hellam, Pa.

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

DALLASTOWN, PA.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported Leaf Tobacco

YORK, PENNA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. / Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

'FRISCO LEAF MARKET QUIET

And Trade Generally the Same.--Business Changes, Personals, and Trade Notes

San Francisco, Jan. 27, 1903.

Receipts of leaf tobacco during the past week have been light and business in that branch of the tobacco business has been quiet, both on account of the season and on account of the coming of the Chinese New Year's. The Chinese employed in some of the factories stop work for from three days to a week at that time and it makes a material difference in the amount of tobacco made up into cigars. The wholesale cigar and tobacco business is very quiet. Retailers are giving small orders in anticipation of new deals and dealers are all holding back awaiting the settlement of the tariff bills. Trade with the retailers continues brisk for the season and nearly every retailer has made improvements in his stand fixtures since the first of the year.

Among the new things in the trade are the new and elegant stands of Boltz, Clymer & Co., C. F. Tomson, Batt Bros. and Charley Newman.

A. Medau has gone to Washington and Oregon and, if he finds the outlook there favorable, will locate permanently.

Maurice Lesser, with Rinaldo Bros. & Co., will start in the near future on a trip to Los Angeles.

G. Cohn & Co., formerly proprietors of one of the leading cigar establishments in the city, are gradually dropping their cigar department and are confining their attention to wholesale liquors.

Meyer, Mish & Co., manufacturers of cigars, state that the demand throughout the Pacific Coast is for a better class of goods. This company now covers Washington, Oregon, Nevada, Arizona, Utah and California.

Jonas Schoenfeld & Co., leaf tobacco dealers, received last week thirty bales of Vuelta Abajo. S. S. Goldbert is now out on his regular trip for the company.

A. Goldberg, of Conradi & Goldberg, leaf dealers, will start in a few weeks on his regular European tour of three months.

C. W. Hamerly has his factory again in full swing and is making more cigars than he has made for several months.

Kohlberg & Co., leaf tobacco dealers, received last week two car loads of binders and fillers of Pennsylvania broad leaf. This company reports some disturbance in local trade circles due to the prospects of some change in the price bills of the union.

W. A. Jefferson, a cigar manufacturer of Sacramento, was down last week visiting the trade and making purchases of leaf tobacco.

The Hoffmann Company is now moving to its new quarters at 628 Sansome street.

The A. Coolot Company, wholesale cigar dealers, will be established in the old quarters of Boltz, Clymer & Co. at 217 Front street, by next Saturday.

J. F. Lenaghan, San Francisco agent for Weisert Bros., and John Weisert, report meeting with good success in introducing the new Shakespeare granulated tobacco of the firm.

Mr. Santaella and N. Hamburger, of A. Santaella & Co., will arrive in this city within a few days. They will have their headquarters with Ehrman Bros. & Co.

Lane & Connelly, cigar manufacturers, have added two men to their traveling force: Will S. Lane and John M. Lane, Jr.

Arthur Bachman, of S. Bachman & Co., wholesalers, started on his eastern trip January 21.

Local dealers who are receiving shipments of Havana goods made by the Havana-American Cigar Company, are pleased to note that they are all banded. This will put a stop to all illegal stuffing of boxes.

Charley Newman, who bought out the Russ House stand, is fitting out one of the finest cigar stands in the city.

M. A. Gunst & Co., jobbers and retailers, this week received a large line of imported goods of all sizes.

Oscar Figel, importer of cigars, notes that his trade is picking up nicely. Harry Herzog, his traveling representative in the north, is sending in good orders.

J. Wood and William Goodman have leased a room in the Simon-Manasse Building, at Hanford, Cal., and will open a first-class tobacco and cigar stand.

C. D. Chinn and F. M. Powell are opening a fine stock of cigars, tobacco, etc. at Boise, Idaho.

Thomas Barrett has opened a cigar stand in the Barrett Building at Lemoore, Cal.

The Chelan Cigar Company has succeeded H. Bogaske, a cigar manufacturer at Chelan, Wash.

WHAT CIGARS ARE LIKE.

Ludwig Barnay, the distinguished tragedian of Germany, says cigars are like girls—they burn for a man's kisses; cigars are like good wives, they hang to the lips of men. Many a man, however, throws away his half-burned cigar in order to light another which he fancies will suit him better. Cigars are like pieces that are written for the stage, something must always be cut away from them before they can be used. Cigars are like housewives—of not much account if forever going out. Cigars are like lovers' vows—one never quite knows when they are genuine. Cigars are like weighty resolutions, they should be treated with deliberation. Cigars are like the so-called realistic drama, for some stomachs they are too strong, whereas for others they are just the thing. The cigar is like a sweetheart, if you absent your lips too long from either the fire will go out.

Finally, the cigar is like mortal man—before burning the cigar you take it from a box, whereas, man is put into a box before going to his final burning.

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

Superior OHIO Tobaccos

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. Johns,

Office:---McSherrystown, Adams Co., Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE. 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

WE HAVE NOT
ADVANCED OUR PRICES,
But will be compelled to do so January 1, 1903.
Now is the time to order a stock of
Cigar Mfg. Supplies
That will last you for some time to come.
Remember we make only the Highest Grade of Goods in our line.
Send In Your Order at Once.
The Sternberg Mfg. Co.
1702-12 West Locust Street,
DAVENPORT, IA., U. S. A.



Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

Notice to the Trade.
ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous
UNION BUTTS  **GOOD STUFF**
Trade-Mark.
If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**
Taylor Bros. Tobacco Co.
READING, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISKBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, **84--85 South St., New York**
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Sales continue, but at rates much lower than in the fall. Occasionally a crop is sold nearly as high as was promised in October and November. With many who bargained their crops then, the packers have canceled the trade; the grower must be content to throw off several cents a pound or seek some other buyer. The great trust, the American Tobacco Company, canceled the sales, and other parties have bought many such lots of leaf at from 2 to 5c less than their first sale. Much good leaf has been bought as low as 13 to 15c in the bundle. Growers should combine and assort, pack, sweat, and sell their own crops. But every one seems to think that every one but themselves is dishonest and not to be trusted, while the Jew buyer is all right.

Our correspondents write:

Suffield, Ct.: "Hinsdale Smith & Co. have bought 12 acres of Mr. Hastings at 18c in the bundle. This is a choice crop. A few low grade crops were sold at from 12 to 14c."

East Haddam, Ct.: "Quite a number of small lots of Connecticut Havana were sold to Warner of Tylerville, Ct. Prices ranged from 10 to 12c in the bundle. Donnerleine of New York, who has a packing house at East Hartford, bought a number of lots of tobacco at about 11c in the bundle."

Ellington, Ct.: "A Broad Brook packer has bought of Robert Hyde 6 acres, Mr. Sikes 4 acres and 3 other lots of about 3 acres each, at from 10 to 12c in the bundle."

Feeding Hills, Mass.: "Most of the tobacco has now been picked up by parties from Westfield, Mass., New Milford, Ct., and New York. Not over ten or a dozen lots are left. Prices have ranged from 6 to 16c in the bundle, but most of it went from 8 to 10c in the bundle."

Conway, Mass.: "Quite a number of sales have been made the past week. Among those who have sold are some of our best growers; H. I. Newhall, 8 acres; A. C. Guilford, 2 acres; Brainard S. Graves & Sons, 8 acres; H. D. Pease, 6 acres; Charles F. Allis, 2 acres; A. J Patterson, 4 acres; W. K. Batchelder, 2 acres; A. R. Cranson, 2 acres, and D. A. Mener, 2 acres. Prices range from 7 to 13c. John B. Packard sold his 1901 crop at 15c. Max Anties has his 22-acre crop grown on the Marshall Field farm, which crop he is sorting and packing. There are some other good crops left that will be packed and sweated and held for better prices."

Montague, Mass.: "So far we have not heard of a sale, yet we have some very fine leaf that ought to bring a fair price, as it is light colored, with a fine burning leaf."—American Cultivator.

BALDWINSVILLE, N. Y.

The recent thaw has moistened up the tobacco hanging in the sheds, and a large amount has been taken down during the last day or two. Twenty-four hours more of the mild weather will probably permit all of the new crop to be taken down. The buying of the new crop has not yet commenced, although a few purchases have been reported as having been made by C. R. Northrop. J. Wesley Morris, of Troy, Ohio, has been riding, but is not reported as having bought. M. Rosenthal, of M. Rosenthal & Co., Lancaster, Pa., purchased the balance of J. W. Upson's packings on Wednesday, consisting of 300 cases, principally Connecticut seconds. E. C. Munroe is at Elmira, receiving purchases made by him for the American Cigar Co.—Gazette.

EDGERTON, WIS.

Aside from the busy times about the warehouse points in receiving former purchases and in preparing the tobacco for the cases, there is scarcely little to report. Some riding is yet being done in search of both new and cured leaf but the aggregate transactions are small.

E. C. Tallard has picked up something like 100cs of old leaf from growers. McIntosh Bros. have purchased 100cs of '01 from packers during the week.

Transactions in cured leaf are confined mainly to small lots to supply manufacturer's needs.

Warehouse handling is now being carried along at all the packing points with all the help obtainable. The American Cigar Co. opened their new sorting room in this market Monday with about 200 hands.

Casing weather of the week has permitted the taking down of the last of the present crop

Shipments, 16 car loads.—Reporter.

CLARKSVILLE, TENN.

Our receipts this week were 910 hhds, all new crop; offerings on the breaks 36 hhds. nearly all low grade new leaf; sales 26 hhds; market firm and unchanged. Stocks of the new crop are steadily increasing in the warehouses. The stocks of old leaf are reduced to perhaps 200 to 300 hhds.

The loose tobacco market continues firm to strong at full prices, and perhaps full 75 per cent. of the crop has changed from the planters hands to the prizing houses.

The independent stemmers seem firmly convinced that every shipment of strips from the new crop would lower the value of their stocks in Great Britain, and we have not heard of an idle stemmery being reopened.

QUOTATIONS:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good Leaf	9.50 to 10.50

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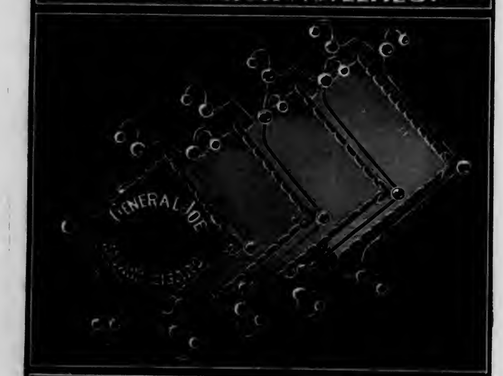
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BUSINESS CHANGES, FIRES, Etc.

Connecticut.

Bristol. A. S. Pons, cigars, tobacco, etc.; sold out.

New Haven. C. E. Sparks, cigars, etc.; advertising business for sale.

Florida.

Jacksonville. Claude C. Jones, cigars, etc.; suit, $200.

Illinois.

Sterling. S. L. Dunbar, cigars; succeeded by Dunbar Bros.

Indiana.

Elkhart. Rice Bros. Cigar Co. (not inc.), wholesale cigars; sold out.

Indianapolis. E. Irmer Co., wholesale and retail cigars; dissolved. Succeeded by Wm. T. Eisenlohr.

Marion. Spencer Vandevanter, cigars; damaged by fire.

Massachusetts.

Holyoke. Adelard F. Fountain, cigars, etc.; chattel mortgage, $680. Wm. K. Mutter, cigars, etc.; chattel mortgage $600 discharged.

Lowell. Frank I. Hadley, cigars, etc.; advertises business for sale.

New Bedford. Alfred Leville, cigars, etc.; real estate mortgage, $1,000.

Springfield. Laura Tarbell, cigars, etc.; sold out. Wm. F. Tilson, cigars, tobacco, etc.; dead.

Michigan.

Bay City. Wm. F. Lange, cigar manufacturer; petition in bankruptcy.

Detroit. Sol. Cohn, cigars, etc.; bill of sale, $450.

New Mexico.

Roswell. Flesher & Rosenwald, wholesale and retail cigars; succeeded by Rothenberg & Schloss Cigar Co.

New York.

Cicero. Frank Moulton, leaf tobacco, etc.; dead.

New York City. Levy & Stream, retail cigars; discontinued. Succeeded by Louis Stream.

Ohio.

Dayton. Steinkamp & Kinsel, cigar manufacturers; succeeded by Goodwin Bros.

Findlay. Johnson & Huesner, cigars, etc.; dissolved.

Newark. Fred G. Speer, cigars, etc.; real estate mortgage, $466.

Troy. W. M. Rich, cigars; sold out.

Pennsylvania.

Susquehanna. J. J. Ryan, cigars; sold out.

Virginia.

Richmond. Robert C. Morton, of Robert C. Morton & Co., leaf tob.; dead.

Wisconsin.

Milwaukee. Reichert & La Houle, wholesale leaf tobacco; damaged by fire.

PATENTS RELATING to TOBACCO, Etc.

719,173 Match box holder; Wm. Bernard, New York City.

719,097 Cigar box; Martin P. Farrell, C. R. Heath, and W. I. Tay, assignors to Farrell-Tay Paper Box Co., Binghamton, N. Y.

719,374 Feed of packing machines; Wm. Rose, Gainsborough, England, assignor to Wright's Automatic Tobacco Packing Machine Co., Lynchburg, Va.

719,267 Cigar perforator; Fitzroy M. Slocum, assignor of one-half to M. V. Ashby, Erie, Pa.

719,279 Pneumatic transferring mechanism for cigar machines; Oluf Tyberg, assignor to R. L. Patterson and G. Arents, Jr., New York City.

719,165 Cigar cutter; Edward A. Willard, New York City.

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PHILADELPHIA, FEBRUARY 11, 1903.
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THE TOBACCO WORLD

WHAT A LEAF SALESMAN SHOULD KNOW.

By EDWIN I. ALEXANDER, of Jos. S. Gans & Co.

The cigar leaf tobacco salesman's proper study is cigar leaf tobacco, and after that mankind. Both leaf tobacco and mankind are complex subjects, but each is easy to understand if taken in connection with the other.

Competition? Of course there is competition. If there were no competition life would lose half its zest and we should all be doing business in a dull, listless, spiritless way. It is fortunate for all leaf salesmen that cigar leaf tobacco is a most stable article of commerce and that those who utilize it in the manufacture of cigars are people who are in business to stay. Those cigar manufacturers who prosper at all prosper for the same reason that the leaf men prosper and that is chiefly because each is constantly engaged in the study involved in the production of a merchantable cigar. I think the fact that most of the cigars now being made in the United States are honest cigars, is largely to be attributed to the determination common among all cigar leaf salesmen to provide their customers with precisely suitable tobaccos. It is true that all successful cigar manufacturers know what they want, what prices to pay for it, what disposition to make of it after they have bought it, but those among them are remarkably few who could identify a piece of tobacco from a miscellaneous assortment thrown down before them.

The manufacturer who has had success with, we will say, a combination of Sumatra, Wisconsin, Pennsylvania B's, or Onondaga B's will not hesitate to buy those goods again if the opportunity comes his way, and the salesman who may happen along with just the right goods has easy enough sailing. But, unlike the manufacturer, the salesman is required to know the qualities of all kinds of leaf, and the more thorough his knowledge the greater his value to his house—and to his customer. The salesman in whom the customer has confidence may be short at a particular time when it is needed of a certain type of leaf tobacco which is familiar to his customer, while having in stock other leaf of a different type and of superior quality that his customer has never before tried. Between such a salesman and such a customer an agreement is soon reached and the buyer is apt to have a higher opinion than ever of the seller.

The salesman is also required to keep himself well informed as to the sales of his customers' cigars. In this way he will know how to time his visits. This is easy enough in the case of manufacturers whose sales are steady, or which show a normal increase, because, knowing the stock carried by the manufacturer, and the rate at which his factory is turning out cigars, nothing is simpler than to calculate the manufacturer's needs. But all the time there weighs upon the salesman the duty of keeping his own sample case supplied with the right kind of merchandise. Some seasons this is more difficult than at other seasons. Customers demand what is not in the market and want it at prices which were quotable when this same merchandise was abundant. Again, this difficulty is most easily solved when the customer has confidence in the salesman. The declaration of such a salesman that the merchandise desired is scarce and high in price, or entirely out of the market will be believed, and thereupon will ensue a transaction in some other type of leaf whose serviceability can be guaranteed by the salesman.

These are a few of the things about tobacco which the salesman is required to know. There remains the personal equation—the traits of character by which the customer is to be distinguished from his millions of fellow human beings. Not all faces reveal the character behind them at first glance. Some manufacturers receive all comers with suavity; others are cold on a first acquaintance, but every one of them will repay study and the friendship of each may be won in time by the salesman who is trustworthy and who understands tobacco.

EDWIN I. ALEXANDER.

OBJECTS TO TOBACCO GROWERS.

The Rev. Francis P. Bacheler has resigned as pastor of the South Congregational Church of East Hartford, Conn., to do missionary work in Maine. He has been pastor there since 1892. He gives as his reason for resigning that he does not agree with most of his church members on the subject of tobacco raising. These members have either large or small farms on which they raise tobacco.

Those owning small tobacco plots from which they realize just enough to maintain themselves he does not find fault with. Those in control of the big tobacco farms, he urges, should devote their land to general agriculture. The small growers he says, should bear as a constant grief their enforced culture of tobacco.

G. M. Gelyin has taken charge of the cigar factory which he recently purchased at Milford, O.

WHERE TASTE WAS CRITICAL.

There's a good argument to give a man who is looking for a first-class domestic made clear Havana cigar. Tell him that the DeKalb brand of John W. Merriam & Co. was the only cigar that was smoked at the McKinley memorial dinner in Canton, O., by President Roosevelt and the other guests. You will be telling the truth, and at the same time helping along the sale of a really admirable piece of goods.

AGAINST CIGARETTES.

In the House of Representatives at Dover, Del., February 4, an anti-cigarette bill was passed by a vote of 20 to 13. The bill makes the sale of cigarettes unlawful, and fixes a fine of from $200 to $500 on any person found guilty of selling, manufacturing or dealing in cigarettes, cigarette paper or cigarette tobacco. The bill is almost certain of passage in the Senate.

THE TOBACCO WORLD

TRUE TOBACCO ROMANCES.

VII.—The Tale of a Runaway German Lad.

One day, just 38 years ago, a boy disappeared from his home in Hamburg, Germany: just ran away.

There was nothing remarkable about this lad. He was not a particularly wild chap and he had not the slightest genuine grievance against his people, who were well-to-do and highly respectable.

It was the sea that attracted the boy. One night he slipped away from his father's house and the next morning found him on board a German sailing vessel bound for Singapore.

Three months later the ship landed at that port and the runaway German boy went ashore. There was nothing left for him to do. He had found that working a passage from Bremen to Singapore was not all his fancy had painted it, and he had no intention to work his way back to Germany on the ship that had brought him to Singapore. When he landed he had only a few thalers in his pocket. He didn't know a soul in Singapore; he did not speak the language of the English people there; he had no trade, no friends, no prospects of any kind. Nevertheless, he contrived somehow to exist, and being young and in buoyant health, to have as good a time as possible. He wrote to his father and mother in Hamburg to say that he was well, and that he meant to remain amid the strange scenes and the strange people with whom he found himself. Two or three years went by uneventfully. Then there came to the European resident in Singapore rumors of a new agricultural industry which was developing in the Sultanate of Deli, on the east coast of Sumatra, directly across the Straits from Singapore.

The runaway Hamburg lad, now become a young man, felt himself drawn to Deli. He knew nothing of tobacco culture and he had very little money. Yet he was told that one didn't need a great deal of money to lease lands in Deli and that labor was cheap and easy to command. Thereupon he cast diffidence to the winds and sailed across from Singapore to the little town of Deli-Laboean. His experience in those days, the beginnings of tobacco culture in Sumatra, were full of exciting adventure. First, he did what others were doing; he presented himself at the office of the Sultan's vizier and leased a huge tract of land, the largest individual holding in Deli, paying for it chiefly in promises. That is to say, the lessee had nothing to lose and everything to gain. If his venture turned out successfully he would be rich in a few years; if he failed, he was no worse off than when he began, and he could always go back to Hamburg, where a parental welcome, he knew, awaited him.

But he didn't go back to Hamburg until long years afterward, and then he appeared as a Croesus among his people.

The kindly soil of Sumatra, which responds with a bonanza harvest to even the most amateurish efforts at farming, took the young planter's breath away by the extraordinary yield and the phenomenal excellence of his first crop. He found that, after paying all expenses, he had left a surplus such as would have been a welcome addition to the income even of a Vanderbilt or a Rockefeller. And this sort of thing continued for near a score of years, at the end of which the rich and happy planter returned to Europe to gladden the eyes of his family with the sight of that member of it who leaving home a stealthy and penniless runaway, returned a millionaire.

The name of this gentleman is Rietgen, and, up to a few years ago, when he sold his property in Sumatra to Mr. Kramer, of Hamburg, he was the owner of the famous plantation whose crop is so well known both in Europe and the United States as the "S. & R. Deli."

Mr. Rietgen at last accounts lived in a beautiful mansion in Frankfort on the Rhine, opposite the famous Palm Gardens, whose collection of palms, by the way, he enriched by many contributions from the forests of that marvelous island in which he found Fortune.

Mr. Rietgen is very proud of the product of the S. & R. plantations, which, as has been said in a preceding paragraph, is the largest individual holding in Deli. Previous to the sale of the plantation to Mr. Kramer, Mr. Rietgen used to watch the sales in Amsterdam with much interest. His own product was always one of the favorites, and the S. & R. Deli marks always brought very high prices. To prove his own good will to those who bought his tobacco, Mr. Rietgen was wont to bestow upon the purchasers valuable gifts. Usually the gift took the shape of a handsome silver mounted cane; there are several such now owned by New Yorkers whom Mr. Rietgen distinguished in this manner.

But to one American, who was perhaps the largest buyer of the S. & R. Deli marks, Mr. Rietgen once made a very unusual gift. During his own residence in Sumatra, Mr. Rietgen was a great huntsman. The jungles at the foot of the Padang hills abound with large game. The tigers and the elephants of Sumatra are very fine beasts. Once, on a hunt which he organized about twenty years ago, Mr. Rietgen was fortunate enough to bring down a tiger of uncommon size and beauty. The animal measured fifteen feet from the end of his tail to the tip of his nose. Mr. Rietgen skinned the tiger and brought the hide back with him to his then home near Medan. Here, being an amateur taxadermist, he prepared it, and later, when he returned to Europe, he brought the valuable skin back with him. Subsequently he presented it to his American friend, who now has it upon the floor of his drawing-room. It is perhaps the handsomest tiger skin in America.

Mr. Rietgen in his old age of dignified ease at his magnificent home in Frankfort, must sometimes dream of the adventures of the runaway Hamburg boy who so strangely won the smiles of Dame Fortune in a corner of the oriental world.

Mr. Rietgen's brother is one of the foremost architects of Germany. It was he who designed and superintended the erection of the new addition to the fortress on the Wartburg, where Tannhaueser tarried so long with Venus.

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306 North Third St., Phila.

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The subscription price to **The Tobacco World** has been reduced, and is now only $1.00 per year. It is the first and **only tobacco paper in the world, published weekly at One Dollar the year.**

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The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.
2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.
3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.
4. **The Tobacco World** is always the first to give **the news.**
5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.
6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.
7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.
8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

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To secure **The Tobacco World** for one year fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by GEORGE A. SCHUTTE.

Published every Wednesday By the TOBACCO WORLD PUBLISHING COMPANY

224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager. HENRY C. McMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

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One year, one dollar; six months, seventy-five cents; single copies, five cents.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

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Name .....

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$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no unibrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize-winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

MEERSCHAUM, AMBROID AND BRIAR.

Tompkinsville, S. I., Feb. 6, 1903.
Dear Medicine Man.

Please enlighten a little group of your pupils here on the subject of meerschaum, ambroid and briar. This is pipe smoking time on Staten Island, and several of us are trying to color the meerschaum pipes we got at Christmas time. Others, who are fond of out doors, swear by the briar pipe. Your courtesy will oblige all of us. DUTCH POTATO FARMER.

ANSWER.

Every pipe smoker has entertained an ambition to own and color a meerschaum. Most worshippers at the shrine of tobacco, have cherished this ambition until they accomplished the ownership; some have persevered until the milky gloss of the meerschaum has given place to the rich brown polish of the colored pipe. But very few know about meerschaum—what it is, where it comes from, what it costs, and, above all, why and how it colors.

There is even more ignorance about the amber that is used for pipe stems, and well-nigh as much about briar root, which comes next to meerschaum as a material for pipes.

There used to be a theory that meerschaum was made of seafoam. This idea grew out of the name which is supposed to be a combination of the two German words, meer, meaning sea, and schaum, meaning foam or scum. This supposition is not an absolute certainty, however, as there is a possibility that the name is a corruption of the Tartaric word myrsen, meaning clay.

Meerschaum is a clay of peculiar properties—a hydrous silicate of magnesia, very light, and in its raw state very porous. It is found only in Asia Minor in quantities large enough to justify the mining of it. A great many of the inhabitants of that part of the Sultan's empire make a living digging out the soft white clay. Most of it is sent to Vienna, although Berlin and other German cities handle large quantities of it. The Viennese dealers ship it to America, either made up into pipes and cigar holders, or in block for the use of pipe carvers in this country.

Of course, there are grades of meerschaum—eleven in all. You can buy the lowest grade for about $25 a case. You sometimes see a pipe made of that stuff. It is sandy and gritty, and full of holes and veins. No self-respecting manufacturer would use such material. Satisfactory pipes may be made of some of the lower grades of meerschaum. They color all right, but they can't be used for fine carving.

Speaking of coloring, it may be explained that what makes a meerschaum pipe color and take on polish is the wax in it. You might take an unwaxed bit of meerschaum and smoke it a million years and it would only turn a dirty yellowish brown. The wax gives the clay what is called a "skin," and it is this skin that takes on the rich color and gloss.

The process of making a pipe is interesting. The artisan selects a block of the proper proportions and proceeds to drill out the bowl. There is a machine for this purpose with drills of various sizes. Then the stem hole is made. If it is to be an ornamented pipe a great deal of the work is done by hand, but if it is to be a plain pipe, such as most veteran smokers prefer, there are machines that enable the workman to turn out a job in quick time. After the pipe is perfectly shaped and the threads for the screw of the mouthpiece are cut and the amber is selected for the mouthpiece, the pipe is polished with a blade of dry grass. It then looks like crayon, such as is used to write with on blackboards and it feels like it. If you stick your tongue to it, it will stick.

It is then ready to get its wax skin. A basin containing several pounds of clarified beeswax is placed over a hot fire. As soon as the wax comes to a boil, the pipe is dropped into it. It is allowed to remain there a minute or two, and is then fished out and rubbed clean, inside and out.

Look at it now and you will understand what the "skin" of a pipe is. Instead of a porous looking piece of chalk you see a pipe with a surface that would shame the finest bit of ivory for gloss and smoothness and it is superior in beauty to ivory in that, like a fair woman's skin, even in its original whiteness, it has a promise of warmth and life.

The pipe having been waxed is ready for its stem. As soon as that is fitted on it is ready to be smoked.

If it comes to you as a gift or by purchase you will get a lot of gratuitous advice about its treatment, most of which is not only valueless, but foolish.

One man will tell you to have it covered with kid. Another will warn you against letting it get too hot. Another will advise the immediate necessity of a coloring bowl. Others will sing the praises of perique as a coloring agent, while others will inveigh against all tobaccos but some brand of "navy" that smells like a tanyard on fire.

If you are wise you will pay no heed to any of this advice—although a coloring bowl isn't a bad thing if you want to get rapid results and you use it intelligently. Simply proceed to smoke your pipe as often as is convenient and be very careful in cleaning it that you do not break the "skin" inside. If you do a cracked bowl will be the result. As the pipe absorbs nicotine the wax in the clay takes it up and brings it to the surface. Where the wax is most plentiful there the color is deepest. That is why pipes always color first in the stem. The heat melts the wax and it naturally sinks. If one were to always hold a pipe upside down while smoking it the rim of the bowl would color first.

After you have smoked your new pipe a few months you will probably find that the upper part of the bowl is dirty and clayey looking and there are scratches on it. This is a critical period in a pipe's career. If you don't know why and how pipes color you will probably think you have a bad piece of meerschaum, or you will believe you have ruined it by burning it. As a matter of fact, there is no cause for alarm. All the pipe needs is wax. Rub hot beeswax on it two or three times and the gloss will be restored, the scratches disappear and the coloring will come out on the bowl as well as the stem.

Some expect pipemen use linseed oil as well as beeswax. They claim that it gives a cherry tint to the pipe that wax does not. One veteran smoker, who has a collection of pipes colored by himself, claims that the handsomest specimen he has from the color standpoint, is the result of an experiment that few persons would like to try. The pipe, a plain, straight-stemmed affair, that is now a symphony in black, brown and red, had been smoked about two years and looked like a piece of dirty chalk.

The owner removed the mouthpiece and coated the pipe a sixteenth of an inch deep with beeswax. Then he wrapped it in paper and set fire to the paper. The wax was melted, of course, and the pipe sucked up a large portion of it. When the experimenter wiped the pipe off his heart was made heavy by what he saw. The bowl was a mottled yellowish brown and gray, so ugly it was nasty to look at. The owner plucked up heart and smoked the pipe. The gray tint disappeared, but the yellow was as ugly as ever. The pipeman then tried linseed oil. He applied it to the pipe hot several times a day, and in a week had brought out the coloring that is now so much admired.

"It was a success, but I don't want to try it again," said he. "It is better to heat the wax and pour it on with a spoon, then rub it off with a soft cloth."

If you wish to use a coloring bowl get one that does not sink too deeply into the bowl of your pipe. Then fill the vacant space in the pipe bowl with cotton or some other absorbent that will hold the smoke and let it gradually percolate through the wax "skin."

Amber, which is used principally for the mouthpieces of pipes, is found only in and on the shores of the Baltic Sea. It is a resinous substance and is supposed to be the petrified product of submerged pine forests. There are two kinds used by pipemakers. One is the "stone" amber, which is found in pieces ranging in size from the dimensions of a pea up to several inches long. The other is a manufactured article and is known to the trade as ambroid. It is made of small pieces of stone amber, fused by a secret process. There is only one factory of it—that at Koenigsberg, on the shore of the Baltic—and it is controlled by the German Government.

Few people ever heard of ambroid. Few smokers suspect that the long sticks of clear or clouded amber that are attached to pipes are not the "real thing." Tell the average man that the mouthpiece on his pipe is an artificial product and he will resent it, but if it is more then an inch long it is very sure to be ambroid.

And any honest pipemaker will tell you that it is none the worse for that. Indeed, in some respects it is better.

Ambroid comes in cakes about an inch and a half thick, three inches wide and ten inches long. One of these blocks weighs two pounds, costs $24 and looks like an exaggerated bar of soap. A mouthpiece, two inches long, cut out of it will cost you about $1.50. Many such mouthpieces can be sawed out of a block of ambroid, as there is very little waste, but the workmen have to be paid.

Stone amber in pieces larger than 1x1x3 inches costs about five times as much as ambroid, but in very small bits it is cheaper than the manufactured article. You are, therefore, much more likely to get stone amber when you buy a pipe with a very short mouthpiece than you are to get ambroid.

It is the amber or ambroid mouthpiece that makes a briar pipe expensive. You can have a briar bowl made for 35 cents out of a choice block of imported briar root, and if you buy that same bowl with amber mouthpiece attached you will pay $2 for it, without a case to carry it in.

Probably you do not know that French briar is not a product of France.

It is found in Italy and in the islands of the Mediterranean Sea, and came to be known as French briar because the French first used it for pipes.

It is a heavy, compact wood, very fine of grain and susceptible of a beautiful polish. It colors under the gentle influence of tobacco, and, like a meerschaum, grows stronger and sweeter with age and use. Many smokers perfer it to meerschaum.

The briar is shipped to this country in sacks holding one gross of blocks. These blocks come in twenty-four different shapes. They cost from 2 cents to 10 cents each. One difficulty the maker has is the impossibility of telling whether a block is A1 quality until it is made into a pipe. About one block in twelve turns out a perfect pipe. The slightest flaw will put it in the second class.

Makers of real briar pipes complain bitterly that certain Eastern firms are foisting laurel wood pipes on the trade for briar. Laurel makes a handsomer pipe than briar and is much cheaper, but it is not good to smoke. It is bitter, and the older it gets the worse it is.

Apple also makes a pretty pipe, but no experienced smoker will buy more than one pipe made of it.

THE MEDICINE MAN

Canton is said to be the greatest cigar manufacturing city in Illinois, outside of Chicago. The output of their factories last year was 11,000,350 cigars.

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

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PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

DOTTS & KEELY,
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PHILADELPHIA.

A Popular Leader for Many Years.
POTENTATE
MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

Leberstein Bros. Makers of La Volga 5-cent cigar
434 Race Street, Philada.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

THE REALM OF THE RETAILERS

Advertisements are Silent Salesmen.

THE advantages of trade journal advertising are being more and more realized by retail cigar dealers. That they believe in advertising is evidenced at once by the signs in and about their stores, which indicate as a matter of fact that they desire publicity for their wares. But a very small part of the buying public passes by one's store, however, and in order to induce smokers generally to visit his store, the retailer cannot but have plans in mind at different times to accomplish that end. While a good window display, attractive store signs and neat price cards are great aides to securing business, perhaps the greatest and quickest help of all is newspaper advertising. The following bits of advice anent advertising are worthy of persual:

Never stop advertising—unless you want the volume of your business to decrease.

Never give up hope—it takes time for advertising to soak and bring in returns.

Never try to use all the papers in the country nor all in a big city—it cannot be done profitably.

Never weight your advertisements down with useless phrases or ornaments—no more than you would your own person.

Never forget to register your trade-marks early—it only costs a few dollars and may save you hundreds or thousands.

Never use expensive illustrations for the purpose of attracting attention - use them to illustrate a point or an article you desire to sell.,

Never indulge in long generalities in your advertising matter—if you do generalize make it reasonably short and try to do it entertainingly.

Never imagine that good advertising means simply brilliancy of design or diction—good advertising has been well defined as "having something to say; say it, and shut up."

* * *

Hints on General Topics.

Some cigar dealers seem unable to realize the value of courtesy says an exchange. When a man enters a cigar store and requests the favor of a light for his cigar, don't snap his head off because he didn't buy that cigar from you—or maybe he never will buy one. A growl of assent or no answer at all—which is practically as bad—will kill the custom of a smoker, so far as such a short-sighted merchant is concerned. A hearty and sincere, "Why, certainly, help yourself—that's what it's there for," will have a salutary effect, and create a favorable impression. Like a seed falling on fertile soil, it will bear good fruit sooner or later, and may result in an immediate sale then and there. The cigar dealer then reaps the benefit of common politeness and will never complain of the harvest.

It is the man that doesn't waste valuable time in useless complaints, but who, realizing the conditions and difficulties that surround the business man of to-day seeks and utilizes every possible means at hand to overcome them, that succeeds; strict attention to business and the mastering of details, coupled with originality, will ultimately win success. Too many business men either overlook their own delinquencies, or else never take the pains to find them. Give yourself a thorough going over some day; you'll find there will be a profit in it.

The pleasant salesman is the one whom everybody likes. In order to make a success in any department of life one must, to a certain extent, forget himself, and try to be agreeable and pleasant to those around him. The one who is the most agreeable to the people with whom he comes in contact is, all other things being equal, likely to be the most successful. Another thing which the salesman who is to succeed must learn is to be very careful of the manner in which he waits on customers. A salesman should show a great deal of tact in selling goods to any one. It is very often best done by catering to the little peculiarities of the customers, and humoring them in any of the eccentricities which they sometimes exhibit. Be careful to show goods which you believe will be suited to the person who is buying them, but leave them, in the most part, to judge for themselves as to what kind and qualities they wish to buy. Your whole aim in whatever you do or sell must be to please the customers.

Every line you carry, cigars, cigarettes, tobaccos, and even snuffs, must be carefully watched, so that you will never be out of anything, and yet nothing will be stale or dry.

Tobacco will absorb the flavor of almost anything, and if such articles as Turkish cigarettes and choice Havana cigars are kept together in a tight compartment, both must necessarily suffer. Even British and Havana cigars should be kept separate to preserve for each their natural bouquet. If the showcase room is limited, glass partitions should be inserted to divide the goods displayed. The case doors should also be made practically airtight and kept closed at all times, except when in momentary use when ventilation is desired. Egyptian and Virginia cigarettes are better separated for two reasons, first because of the delicate flavor of the former being dulled by the contact, and second because Egyptian cigarettes require more moisture than others. Smoking and chewing tobaccos, too, should be kept in separate compartments, as the latter requires more moisture than the former, also because the different flavorings of the two, if merged, are very detrimental to the preservation of the aroma of smoking brands.

* * *

To Enjoy a Cigar.

The following advice concerning how best to enjoy smoking a cigar has been printed before, but it is so good as to merit repetition. In fact one retailer thought so well of the "Don'ts" that he had them printed in large type on neat cards and posted them in his store.

Don't chew the end of a cigar or allow it to become soaked with saliva.

Don't hold the cigar in the mouth while talking.

Don't fail to light the cigar thoroughly and evenly.

Don't be continually knocking off the ashes.

Don't fail to blow any dust or loose particles out of the cigar from the reverse end, after cutting, before lighting.

Don't fail to blow the dead smoke out of a cigar that has gone out, before relighting.

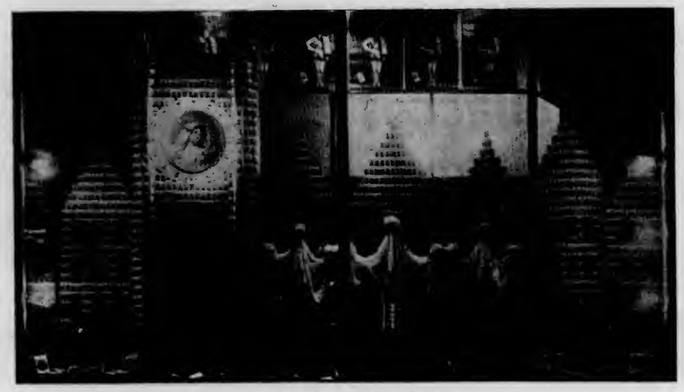
Don't fail to wash the mouth before lighting a fresh cigar after smoking.

Don't smoke too early in the morning.

* * *

Odd Window Display Adjunct.

Almost every New Yorker who walks up or down the east side of Broadway, between Liberty street and Maiden Lane, these days pauses to inspect an antique which is just now being exhibited in one of the show windows of Godfrey S. Mahn's fine cigar store at 162. The object which attracts so much attention is merely a piece of the hollowed trunk of a tree which from 1765 down to more recent years did duty as a water pipe in New York city. A neatly inscribed card affixed to this relic of ancient days states that these old water pipes were laid by the Manhattan Co., of which Aaron Burr was one of the directors. The rest of the show window is filled with open boxes of Mr. Mahn's Night Off Perfectos. The cigars are well worth inspecting but it is doubtful if they would receive so much attention if it were not for the piece of old water pipe. It is plain Mr. Mahn is a keen student of human nature. His success in drawing crowds to his show window, which is what shows windows are for, carries a valuable lesson to all retail cigar dealers. Fill your window with as attractive a showing of the merchandise you carry in stock as possible, but if, like Mr. Mahn, you are able to command some rarity the display of which would please the passing throng, give it room. Cigars and tobacco are on sale in eleven hundred thousand places in the United States and by themselves are commonplaces, but a rarity, particularly if it is an antique associated with the history of your own city, may be trusted to bring many curious eyes to your windows. Presently the glance of those eyes will take in your display of merchandise and if that is attractive enough you may count on sales.



AN ATTRACTIVE WINDOW.

* * *

—John Edgar and H. Meeker will open a cigar factory at Rock Island, Ill.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

The Week in Busy Havana.

Plenty of Buyers and an Active Market—Sales Aggregate Five Thousand Bales—Crop Reports—Arrivals and Departures of Tobacco Men—News Notes, Etc.

Havana, January 31, 1903.

There was a slight decrease in the total number of bales sold during the past week, but as there are plenty of buyers in town, and the market is still active, it is probable that next week will show a decided improvement. Many of the buyers have been making much lower offers for goods than the asking prices, but have not been successful in persuading the holders of desirable tobaccos to come down in price. As from all accounts the crop from the Vuelta Arriba will be small this year, it seems as if the day for bargains in Remedios had passed, and although there has been no noticeable advance as yet, an increase in price may be looked for soon.

Sales sum up in all 5000 bales, of which Remedios figure with 3500, Vuelta Abajo 1200 and Partidos 300 bales. The United States took of this quantity 3100, Europe 1500 and Havana manufacturers 400 bales. This does not include nearly 2000 bales bought for the Spanish Regie in the interior of the island.

Crop Report.

Advices are very favorable from the Vuelta Abajo and Partido sections, although nothing definitely can be stated until after April 15, as much still depends upon the weather conditions; but no more hopeful news is received from the Remedios district, as the damage done by continual rains was almost irremedial.

Arrivals this week include Don Sigmund Rothschild, of Rothschild & Bros. of Detroit, New York and Havana, who, it is said, is anxious to begin operations against the Trust, or at least to combine the independent factories, dealers and commission houses, and take some active measures to protect their common interests.

John Sutter, of Sutter Bros. inc., of Chicago, New York and Havana; J. M. Landfield, of the "Fama de Joseph" of New York; Charles Guggenheimer, vice-president of the Cuban American Mfg. Co.; J. E. Near and E. H. Smith, of Hinsdale, Smith & Co., New York; Don Pancho Garcia, of New York; Philip Fitzpatrick, of Fitzpatrick & Draper, Troy, New York; A. Guedalia, of Guedalia & Co., New York; Henry Muller, of Henry Muller & Son, New York; F. A. Fonseca; Henry Bernheim, of J. Bernheim & Son, New York; Voorwinden of Antwerp; Godfrey S. Mahn, the well known importer of cigars; Gus Arnold, of the Ferdinand Hirsch Co., Key West; Mortimer Falk, of S. Falk's Sons, of Key West and New York; A. Keiser, of Keiser & Boasberg, Buffalo, N. Y.; Otto Eisenlohr, of Otto Eisenlohr & Bro., of the well known "Cinco" brand, and Isidore Langsdorf, of Roig & Langsdorf, Philadelphia.

Departures.

D. A. Ansell, of Montreal, who left for Vera Cruz; John Sutter and A. Morris, of Morris & Morris, the big cigar importers of London, England, who sailed on the "Morro Castle," and Godfrey S. Mahn, who left via Miami.

Jorge, P. Castaneda & Co. have cut ⅓ of their crop in the famour Tumbadero district, in excellent condition, and may finish another third about the middle of February.

Don Adolpho Moeller and Don Luis Marx speak in glowing terms of the tobacco in their drying sheds and are perfectly satisfied with what is still growing in the fields. The shade grown part particularly promises a large yield, of exceedingly fine texture of leaf, with uniform, light colors.

Doings of Havana Business Houses During the Week Ending January 31.

Sobrinos de Antero Gonzalez purchased 2000 bales of low grades of Remedios and Vuelta Abajo for the Spanish Regie.

J. F. Berndes & Co. also bought 1000 bales of Remedios for the Spanish Regie.

Don Carlos Behrens purchased 225 bales of the finest Vuelta Abajo, the vega of Don Antonio Alvarez, of San Juan Y Martinez. Price being no object, and the quality being extra fine, Don Carlos did not wish to lose the opportunity of being able to supply his customers with the choicest cigars that could be manufactured from the best tobacco.

Suarez Hns. sold 200 bales of Remedios.

Jose P. Rocha disposed of 200 bales, Vuelta Abajo and Partido.

A. M. Calzada & Co. sold and shipped 200 bales of Remedios and Vuelta Abajo.

J. Puente & Co. sold 150 bales of Remedios.

Loeb-Nunez Havana Co. disposed of 100 bales, Vuelta Abajo.

Jose Menendez sold 100 bales of low grades of Remedios.

J. Bernheim & Son were buyers of 1500 bales of Remedios 1st and 2d capaduras for their northern friends.

Luis Muniz Hns. y Ca. turned over 600 bales of Remedios.

Henry Kraus, of Kraus & Co., Baltimore, who paid a short visit to Havana and left again for his home this week, managed to buy some 400 bales of the choicest Vuelta Abajo tobacco.

Juan de la Rosa sold 600 bales of Remedios.

J. N. Landfield of Landfield Bros. & Co. was lucky enough to find some 250 bales of the best Vuelta Abajo fillers and a few Partido wrapper bales to keep up the standard of his "Fama de Joseph" brand.

Antonio Suarez sold 500 bales of his old Remedios holdings, 1st and 2d capaduras.

Aixala & Co. always continue as sellers; this week, however, the amount not being over 200 bales of their fine new Las Vueltas packing.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Gervasio 144-146, Havana.

S. Jorge Y. P. Castaneda

JORGE, P. CASTANEDA & CO.

GROWERS, PACKERS and EXPORTERS of

Havana Leaf Tobacco

Dragones 110, HAVANA

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, *HAVANA, CUBA.*
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, P. O. Box 397. Cable: HIMML. **Havana, Cuba.**

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

JOHN W. MERRIAM & CO.
MAKERS OF

PURE HABANA SEGARS
"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog, Henry Irving, Roycroft Segars.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.



Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

H. Upmann & Co. shipped 750,000 cigars by the S. S. "Morro Castle," and were also buyers of several hundred bales of tobacco upon a commission basis for northern friends.

Miguel Gutierrez y Gutierrez says that many of the small farmers in the Vuelta Arriba have totally abandoned their fields as it would not pay them any longer to separate the weeds from the few remaining stunted plants, left after the recent inundations. He has cut some 8000 cujes upon his farm in the famous Tumbadero district and he sold 350 bales, 1st and 2d capaduras of his 1902 Remedios packing.

Walter Himml executed orders for 200 bales of old 1st capaduras for his customers.

Bruno Diaz & Co. are likewise always active and report 300 bales as sold of Vuelta Abajo, Partido and Remedios tobacco.

John Sutter has spent ten days very profitably in riding over the country with Don Marco Pollack to convince himself of the parts of the 1903 crop already cut and still in the field, as well as to secure as much as possible of the coming new tobacco, and thus to protect their numerous customers' interests, which look to Sutter Bros., Inc., as the source from which to derive their supplies later on in the season.

Ernest Ellinger wishes to rectify the mistaken rumor that he is to become the successor of Don Vicente Guerra, and says he will only attend to the buying of leaf tobacco for the Cuban American Mfg. Co.

L. Friedman & Co.—Mr. Louis Cantor, who arrived ten days ago, is here principally to make arrangements for packing Vuelta Abajo and Partido tobacco this year upon a larger scale than heretofore, and it is said that he has secured quite a number of the most famous vegas. The sales of this house amounted to 100 bales of Remedios, this week.

Neuhaus, Neumann & Co. are shipping 150,000 cigars by the "Morro Castle" to-day.

"High Life" is working steadily with the usual number of hands, showing that there is no perceptible slackening in the demand for this aromatic brand of cigars.

G. Salomon y Hns. sold 200 bales of Remedios and Partido.

Arrivals of Tobacco from the Country.

	Week Ending Jan. 31.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	646	4,322
Semi Vuelta	29	30
Partido	51	342
Remedios	2,524	8,420
Total	3,250	13,114

NEW EASTON PARTNERSHIP.

Chester Smith, who has long conducted a cigar factory at Easton, Pa., has taken a partner into the business and hereafter the firm name will be H. B. Zinn & Co. The office of the factory is at 610 Berwick street. Messrs. Zinn & Co. will make improvements to the business and energetically push the product of their factory.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.



Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,

COLUMBUS, OHIO.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor. ***Barnesville, Ohio,***

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB
RUSTIC
BLUE POINTS
CRYSTAL

EUREKA

PRIVATE STOCK
TRIUMPH
OLD JUDGE
CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**



HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon, Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf **Tobacco**

East Petersburg, Pa.

A. K. MANN, Packer of **Leaf Tobacco**

MILLERSVILLE, PA.

Pennsylvania Tobaccos a Specialty.

TIBBILS, FINLEY & CO.

IMPORTERS AND PACKERS OF Leaf Tobacco

OUR SPECIALTY

We change DARK LEAF to any color desired.

BROAD BROOK, CONN.

Correspondence solicited.

CIGARMAKERS IN SAN FRANCISCO

After Higher Wages—American Tobacco Co. After Gunst & Co. Plant—Trade News.

San Francisco, Feb. 3, 1903.

The rumor is current that the American Tobacco Company is endeavoring to obtain control of the business of M. A. Gunst & Co., extensive wholesale and retail tobacconists. Milton H. Esberg, treasurer of the company and secretary of the Esberg Gunst company of Portland, Oregon, admits that the American Tobacco Company has made overtures to buy. "Everything has its price," said Mr. Esberg. "Nothing but what will sell if the price is great enough—except virtue." Opinions of dealers about town are generally that M. A. Gunst & Co. will continue as it is for several years.

Union cigarmakers of this city are beginning to feel their oats. Times with them have been exceedingly good and work steady for a long period. They are contemplating a strike for higher pay. In Oakland last week the employees of Dick Smith handed him a schedule of from a dollar to three dollars per thousand raise, and he adopted it. But manufacturers here have agreed among themselves to close the factories in case of a demand for higher prices and if the older heads among the cigar makers have their way, there will be no strike. The younger enthusiasts agitated a strike last spring, but the majority saw the folly of it.

A. T. Phillips, San Francisco representative of John J. Bagley & Co., Detroit, Michigan, escorted a party of sightseers through Chinatown on January 28, the Chinese New Year's Day.

The Red Seal cigar factory is now taking the precaution to band all their better class of cigars and are having designs made for new bands.

H. L. Judell has secured for his company a new line of excellent cigars from Alonze Diaz. Emil Judell, son of the proprietor, has started on the road.

Max Silverthau, of Silverthau & Co., New York, is in San Francisco visiting the local jobbers.

Sol Kahn, jobber, is laying in a new line of clear Havana goods.

E. Goslinsky, leaf dealer, reports business exceedingly good for January.

Moritz Haas, of Haas Bros., is now in this city visiting the wholesalers. Manuel Lopez of New York is also here, making his headquarters with J. A. Drinkhouse & Co. S. Graf, traveling representative for J. A. Drinkhouse & Co., has just returned from Humboldt county, and will start north again next week.

O. A. Newsome has sold his tobacco business in Pleasanton, Cal., to A. A. Macleod and will start in business again in Oxnard, Cal.

Harry Oppenheimer, of Oppenheimer & Bros., wholesalers, is now able to resume work at the office after having been confined to bed for three months by sickness.

The commercial introduction of Mexican tobacco into this territory is due the company of which L. A. Sawyer is San Francisco agent. His company is planning an extensive advertising campaign, feeling that the only thing necessary to increase the popularity of pure Mexican tobacco is to get the public to try it.

A. Santaella, manufacturer of the Optimo cigar has left this city for Chicago, en route to Havana. S. Hamburger will follow him to-morrow.

When the retail store of M. Blaskower & Co. is completed it will be one of the most handsome stores in the city.

A. T. Phillips, dealer in manufactured tobacco, notes that there has been an advance on this coast of one cent on bond, lime cured and sun cured. This puts it back to the former price.

According to several cigar dealers there is now a tendency in the popular demand for seeded Havana cigars in preference to clear Havanas.

A TOBACCO BOX THAT GREW.

The original Westminster tobacco box was bought 200 years ago by an overseer of Westminster, named Monck. It was purchased at a "Horn Fair" for fourpence, being made of horn, and just big enough to put into the pocket. When the overseers met, Mr. Monck filled it with tobacco and each overseer helped himself. In 1713 he presented the box to the Past Overseers' Society, and seven years later the members placed a silver rim round the lid to commemorate the donor. A silver side case and bottom was added in 1726, and in 1740 an embossed border, with a figure of Charity, was place on the lid. Hogarth's engraving of the Duke of Cumberland, with allegorical figures representing the battle of Culloden, may be seen inside.

In 1765 an interwoven scroll was added to the lid, with a plate bearing the arms of the city, and an inscription setting forth that a penalty of five guineas was incurred for failing to hand over the box to every succeeding set of overseers. Shortly afterward the box was placed in a silver case lined with crimson velvet, and this, in turn, was enveloped in a third, fourth, fifth and sixth case, with silver plates engraved with emblematical and historical subjects, portraits and inscriptions. Another case of panelled oak was added in 1878, and upon this are placed a representation of Cleopatra's Needle, and records of the war between Turkey and Russia, the loss of H. M. S. Eurydice, the opening of the new Westminster infirmary, and other local events.

Another plate was added to the box in 1882, and this bears finely engraved portraits with dates of the deaths of Lord Beaconsfield, Lord Hatherley, and Dean Stanley. In 1887 the outside case was surmounted by a silver statuette of the late Queen Victoria. In the inner cases may be seen some beautiful engravings representing, among other things, the fireworks display in St. James's Park at the peace of Aix La Chapelle. Admiral Keppel's action off Ushant, the battles of the Nile, Trafalgar and Waterloo, the bombardment of Algiers in 1816, the interior of the House of Lords at the trial of Queen Caroline, portraits of Nelson, Wilkes—churchwarden and Lord Mayor—Howe, Vincent, Fox, Pitt, George IV. as Prince Regent, and Queen Charlotte. In 1783 the penalty for failing to hand the box over to successive overseers was fixed at 50 guineas. Thus it comes about that this remarkable relic depicts in the growth from a small pocket tobacco box to a big chest, much of the history of the nation and of Westminster during the past 200 years.

Sutter Bros.

INCORPORATED



PACKED OF 1901

PENNSYLVANIA

OVER 6000 CASES

NEW YORK
CHICAGO
ST. LOUIS
HAVANA

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Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York, 144 Maiden Lane, Amsterdam, Trascati

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
135 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba — Placetas, Cuba

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
4, 2. VOORBURGWAL 227, Amsterdam. Holland.
Office, 183 Water St. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH — NEW YORK

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

JOS. S. GANS — MOSES J. GANS — JEROME WALLER — EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of **LEAF TOBACCO**
Telephone 346 John. **150 Water Street, NEW YORK.**

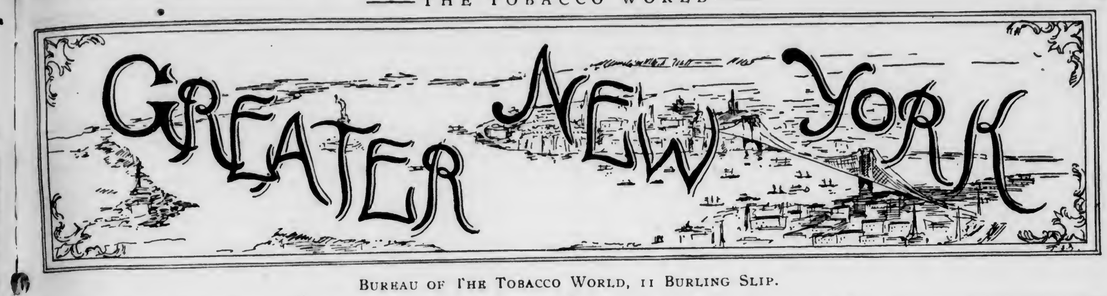
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IMPORTERS AND PACKERS OF **LEAF TOBACCO**
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HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
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F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

I. J. SCHOENER. — I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & EXPORTERS
LEAF TOBACCO
167 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

All the Sumatra buyers are kicking because the Mynheers of Amsterdam have set March 18 as the date for the first inscription this year. This is the first time that a first inscription has been held so early in the season, and the Americans have been taken somewhat unawares. That is, however, not the worst of it. Since the first inscription takes place on March 18, the first inspection day, at which it is important that most buyers should be present, will take place on March 12, and the Americans will consequently have to hustle to get to Amsterdam in time. Max Adler, of Leonard Friedman & Co., always an early bird, sails on February 28, on the Kronland, which sets a notoriously mediocre table. A. Cohn and Leonard A. Cohn of A. Cohn & Co., Louis P. Sutter, of Sutter Bros., and Joseph Hirsch, of Joseph Hirsch & Son, will sail on the Celtic on March 4. Benno Neuberger, of E. Rosenwald & Bro., will sail on March 10, on the Kaiser Wilhelm der Grosse. Max F. Schneider will not leave for Europe until after the first inscription. Many American houses will, of course, be represented at the earlier inscriptions by their resident European buyers.

But a first inscription so early as March 18, is not the worst of this business. The inscription season of 1903 will be an unusually protracted one, with long waits between the inscriptions and a long vacation after August 1. For these reasons the Americans are out of humor just now with the Mynheers of Amsterdam.

***

The fifteen years long litigation between the owners of the Principe de Gales trademark and Louis F. Fromer & Co., who for more than fifteen years have been manufacturing the Prince of Wales cigar, has at last come to an end, the plaintiffs having entered a voluntary discontinuance of the action on February 4.

***

In the New York Supreme Court on February 4, the United Cigar Manufacturers obtained a permanent injunction, with damages and costs, against Hartman & Kohn, manufacturers of the Robert Brown cigar, on the ground that the same is a palpable infringement of the plaintiffs' Robert Burns trademark. The Robert Burns cigars are branded with the name of the cigar. The Robert Brown was also branded and it is alleged that on these cigars while the word Robert was very distinct and the letters B and N were also legible the other three letters of the word Brown were so indistinct that hasty or careless lovers of the Robert Burns brand were easily deceived into buying the Robert Brown, which was said to be an inferior cigar, out of boxes which had once held the more popular brand.

In the proceedings in the New York Supreme Court, the United Cigar Manufacturers corporation was represented by Wise & Lichtenstein.

***

The new sample rooms of A. Cohn & Co. on the top floor of their roomy building at 142 Water street, which have been under preparation for the past six weeks, are at length completed and the firm points to them with pride as unquestionably the finest tobacco sample rooms in the world. These rooms were designed by Leonard A. Cohn and every detail of them was furnished under his personal supervision. The floors are tiled with Philadelphia pressed brick, laid upon tar paper reposing upon pitch. Every brick holds a pint of moisture The wall are constructed as the sides of refrigerators are constructed, i. e., the boarding is so closely dovetailed as to be airtight and back of the boards is a compact mass of sawdust. There are double windows and double skylights, so that these sample rooms are absolutely airtight. The air out of doors is forced into the room from any one of five sprays depending from the ceiling, and this apparatus also sprays the rooms with moisture whenever it is needed. These sprays are so practicable that they can suffuse the whole room in minute particles of water in two minutes' time. This apparatus was manufactured for A. Cohn & Co. by the H. D. Berner Co., of New York city. Attached to the ceiling are steam pipes for heating and numerous electric lamps for lighting purposes. One side of this spacious apartment contains samples of the leaf purchased by them at the several inscriptions. This method enables them to keep their trade informed as to the quality of their purchases, and it also obviates the necessity of withdrawing samples from bales, a practice which oftentimes results in breakage.

Another wallside is filled with racks containing samples of the firm's Florida, Sumatra stock and seed leaf. Havana samples, which are not benefited by moisture are kept in a separate room outside the general sample rooms.

The three inspection rooms occupying the center of the sample rooms and partitioned off from them are immediately beneath the skylights, and each has beside its own skylight facing the North, so that in all weathers tobacco may be here inspected under a strong Northern light.

In connection with this system of sample rooms A. Cohn & Co., maintain a long and short distance telephone service for the convenience of their trade.

***

At the regular annual meeting of the Havana Cigar Manufacturers of the United States, at the offices of Y. Pendas & Alvarz on February 5, the following officers were elected for the ensuing year: Simon Batt, President; Jose Diaz, Vice President; Richard A. Bacha, Secretary; and John W. Merriam, Treasurer. The Executive Committee is made up of Matthew Berriman, Jose Pando, Edward A. Kline, Edward Wodiska and Manuel Rodriguez. A meeting of the association and manufacturers interested in its aims is to be held on April 4. A dinner is to follow the meeting. The Committee of Arrangements having this matter in charge is made up of Matthew Berriman and Richard A. Bacha.

***

Mr. and Mrs. Samuel M. Seymour, Mr. and Mrs. Richard Traiser and Mr. Charles Campbell, of Boston, left on February 7, for a month's cruise in West Indian waters on the Prinzessin Victoria Luise.

***

Joseph S. Gans & Co. announce that they are now prepared to show samples of their own packings of the new Connecticut Havana seed. This firm is also an extensive packer of the 1902 Connecticut broad leaf, natural sweat, and has also packed considerable of the new shade grown Connecticut leaf.

***

J. H. Scheltema, of Scheltema & Co., well-known Sumatra brokers of Amsterdam, Holland, passed through New York recently on his way to Vera Cruz.

***

The Brown Non-Refillable Cigar Box Company, of New York, has been incorporated with a capital of $100,000. The directors are B. B. Berkowitz, Morris Brown, and Louis Goldstein, all of New York.

***

Karoline Pentlarge, widow of the late Raphael Pentlarge, died at her home 111 Taylor street, Brooklyn, on the afternoon of February 5, aged 78 years, after a lingering illness. Her son, Frank Pentlarge, now of the U. S. Bung Company, was for many years a successful and well-known packer of leaf tobacco at Lancaster.

***

Arthur Jeffreys, doing business as Jeffreys & Son, wholesale and retail dealers in tobacco and cigars, at 35 Fulton street, filed a petition in bankruptcy on February 5, with liabilities, to the amount of $43,578, nominal assets to the amount of $17,117, and actual assets to the amount of $13,285. The nominal assets consist of stock, $8,990; fixtures and machines, $1,417; accounts, $2,153; notes, $3,529; cash, $128, and real estate, $900, consisting of two lots at Nutley, N. J., mortgaged for $300. The difference between the nominal and actual assets is in notes and accounts. Among the creditors are Landfield Brothers, $8,722; H. J. Gladfelter, of Hanover Junction, Pa., $3,038; Harrison Fauth of York, Pa., $2,531; M. J. Castro & Co., $2,032; H. C. Schultz, Hellam, Pa., $1,761; Belle Jeffreys, $1,200; William N. Jeffreys, $1,200; and Catherine E. Jeffreys, $1,200. The business has been established forty-two years. Mr. Jeffreys's son died in 1896, and since that time he has carried on the business alone. At the store it was said, on February 5, that the failure was due to poor business and poor collections. Business has been very dull lately.

***

Benito Rovira, of Ghio & Rovira, left on Feb. 8 for a month's vacation at Hot Springs, Ark., and other Southern resorts.

***

Charlie Waller, of Jos. S. Gans & Co., left on Feb. 9 for Broad Brook, Conn., where he will remain until about April 14, attending to the packing of his firm's new Connecticut.

***

Sam Slomon has sold his well-known retail cigar store at the southwest corner of Third avenue and 59th street to the United Cigar Stores Company, receiving it is said $15,000 for his stock, fixtures and good will.

***

Moses Krohn, of Dayton, O., has been in town.

***

At the regular bi-monthly meeting of the Retail Cigar Dealers' Association of Greater New York, at Mænnerchor Hall, on the evening of February 9, the same enthusiasm was shown as at previous meetings. The association has been incorporated with a capital stock of $25,000, divided into 5,000 shares of $5 each.

DOG SHOW WEEK IN NEW YORK.

This is dog show week in New York, and John W. Merriam & Co., of "At the Sign of the Bull Dog," are taking advantage of the fact to advertise their cigars in that snappy joyous way that New Yorkers appreciate so highly.

Since last Monday morning the show windows of all the stores conducted by the Waldorf-Astoria Segar Co., have been filled with boxes containing John W. Merriam & Co's. Bull Dog and Baron DeKalb cigars, flanked and re-enforced

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

by appropriate advertising matter. To every purchaser of a box of either of these brands is presented a picture of Champion King Lud framed in the open door of his Kennel. The picture has no advertising matter on it, merely the words "At the Sign of the Bull Dog" in raised gold letters. The picture makes a handsome ornament for the walls of a smoking room or den.

Trade-Mark Register.

HIDDEN FORTUNE. No. 13,944.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered Feb. 2, 1903, at 4 p. m., by F. Kuhn & Bro., Philadelphia, Pa.

REFINED SOOTHERS. No. 13,945.
For cigars. Registered Feb. 5, 1903, at 9 a. m., by Jacob Robinson, Baltimore, Md.

EMMES. No. 13,946.
For cigarettes, cheroots, chewing and smoking tobacco. Registered Feb. 5, 1903, at 10 a. m., by M. Rappaport, Philadelphia, Pa.

WYMANS PARK. No. 13,947.
For cigars. Registered Feb. 6, 1903, at 9 a. m., by the Annex Cigar Co., Baltimore, Md.

K. OF R. A. OF AMERICA. No. 13,948.
For cigars, chewing and smoking tobacco. Registered Feb, 7, 1903, at 9 a. m., by Bege Bros., Manayunk, Philadelphia, Pa.

GOLOS. No. 13,949.
For cigarettes, chewing and smoking tobacco. Registered Feb. 9, 1903, at 3 p. m., by E. Rabinovitch & Co., Philadelphia, Pa.

S. C. M's PONY. No. 13,951.
For cigars. Registered Feb. 9, 1903, at 3 p. m., by B. F. Abel, Hellam, Pa.

MONOGRAM SPANISH. No. 13,952.
For cigars. Registered Feb. 9, 1903, at 3 p. m., by B. F. Abel, Hellam, Pa.

SEARCHES.

"Zion," "Truth," "Delights," "Rambler," "Bob-o-Lee," "Five Points," "Montebello," "Royal Eagle," "Oneida."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

El Norab, La Oralina, Nerita, Gordius, Turkish Fet, Tefi Kam, Sultan Sani, Dod Jaeger, Banda, Plover, Uba, El Berber, Villa del Pilar, Prince Tulane, Don Segno, Escarlo, Sunelo, Lord Nevilla, Vesuvia, Always Pure, Prime Puffs, Prime Delight, Fama Nuelta, Prima Rica, Cuba de Oro, Prima de Oro Fama de Oro, Superba de Cuba, Superba de Vuelta, Modelo de Oro, Prime Demand, Selecta Vuelta, Prima Selection, Cuba Selecta, Cuban Factor, Prime Beauty, Prime Flavor, Prima Aroma, Prime Industry, Factora de Cuba, Factora de Oro, El Commercio de Oro, Armas de Oro, Fama de Oro, Edmond Hoyle, Jansen, La Ronger, Jeneatte, Neebish, De Tour, Algoma, Livonia, Tantallion, Warmion, La Dulcimo, Espana de Oro, R. 4U, The Langwell, El Explendidos, El Sublimito, Corkerinp, Far Distance Specials, More Light, Algeria, Jo-Nat, La Corona Industrial, La Perla Industrial, El Fumar Industrial, Central City Triplets, Salt City Triplets Havana Triplets, Porto Rico Triplets, Social Lass, Uncle Put, Unous, Marius, Lord Brilliant, The C. D. P. Perfection, C. M. V. E. F. K. Monogram, Tres Coronas, (Judge Henry of Missouri), Zeffo, El Sado, The Pathbreaker, Bridling, Gipsy Love, Gipsy Countess, Gold Path, No Foe, Alpine Belle, Military Man, Plain Folks, Sunday Hat, Harlem Indians, El Respito, Michigan Giants, Miss Detroit, Pewee Club, Howard Avenue Coon Club, Woolsey Hall, Yale Auditorium, El Cambista, Airgrams, Gold Crum's, La Marcial, Carnation League of America, Don Martin, May B., La Solona, Gibraltar, Suits Me, The Boomer, Los Filipinos, Los Manilas, Estrella se Manila, Manila Star, Myron H. Clark, James A. King, Big But, Golden State, Carce, El Vakkoft, Pals, Pards, Father Barham, Princess Ormond, Chief Foley, James Foley, Cardinal, The Cardinal, The Three Cardinals, Portenas, Belle of St. Clond, The Celebrated Corker, El Gran Autor, Suomi, Hotel Northern.

Spring Forge Cigarmakers' Strike.

Twenty cigarmakers employed by D. E. Woodmansee, the well-known cigar manufacturer at Spring Forge, Pa., went out on strike January 31, upon being refused an advance of 50 cents per thousand for making cigars. Mr. Woodmansee held that he was paying the regular market wages; that he could not, consistent with his expenses and trade conditions, pay more, and that he was therefore justified in refusing the advance demanded. It is likely the trouble will be amicably adjusted.

Unnewehr Box Factory Destroyed.

The large cigar box factory of Frank Unnewehr at Cincinnatti, O., was destroyed by fire February 7th. Loss $75,000.

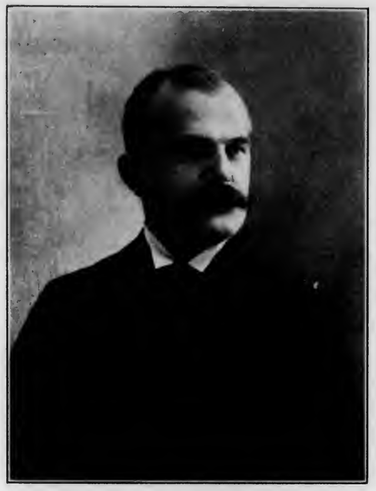
Knights Wouldn't Listen.

At the annual banquet of the Knights of Pythias, at Stroudsburg, Feb. 4th, R. R. Coolbaugh, a prominent Democrat, spoke on behalf of Senator Zern's anti-cigarette bill. Strong opposition was shown, and Coolbaugh was not allowed to finish his speech.

Would Not Reverse Action.

The anti-cigarette bill, which prohibits the manufacture or sale of cigarettes within the State, was brought up for reconsideration in the House of the Delaware Legislature Feb. 6th. A motion to reverse the action of the House, which passed the bill, was lost.

The Supreme Court of Iowa handed down a decision February 2, in which it decided that the Iowa cigarette tax, which imposes a tax of $300 on all dealers in cigarettes, is valid. Each of the three defects in the law alleged against it by the American Tobacco Company, which brought a test suit, was declared by the Court not well taken.



THE LATE E. P. GRESH.

DEATH OF E. P. GRESH.

Edwin P. Gresh, of the large cigar manufacturing business of W. K. Gresh & Sons, of Norristown, died in that city Friday, Feb. 6, aged 47. Mr. Gresh was connected with a large number of social and secret societies in Norristown; he was a director of Ursinus College and was well and favorably known to a large number of the business men of both Norristown and other cities.

FREDERICK J. SCHAAN, JR., DEAD.

Frederick J. Schaan, Jr, proprietor of a large retail cigar store at the corner of Broad street and Washington place, Newark, N. J., died on the morning of February 6, of a doze of oxalic poison which he took on the morning of February 5. He lived with his wife and an adopted daughter in apartments over his store. He had been ill witth grip for several weeks and had worried considerably over the encroachments made in Newark by the United Cigar Stores Company. It is possible that he took the poison by mistake for epsom salts which he had been in the habit of taking. His father was killed by a train a year ago and his mother died recently.

THE LATE RICHARD M. HUTCHINGS.

Richard M. Hutchings, one of the department managers of the American Tobacco Company, died at his home in Stanford, Conn., on the afternoon of Feb. 5, of typhoid pneumonia, after an illness of three weeks' duration.

The deceased gentleman who was in the forty-seventh year of his age, was born in Detroit, Mich., and for a number of years during his early life was associated with the Globe Tobacco Company of that city. Subsequently he was the Pacific Coast representative of James G. Butler & Co., of St. Louis, Mo., and upon the sale of its business by that firm to the Continental Tobacco Company, in 1895, Mr. Hutchings came to New York. He was in charge of the sales of the granulated tobaccos manufactured by the American Tobacco Company and was regarded by all his associates as a most valuable man of affairs. He was genial and companionable to all those with whom he came in contact and none will mourn him more sincerely than those who knew him best. He is survived by his wife and three children, the oldest of whom, a daughter, is married. His brother, G. B. Hutchings, is in charge of the fine-cut department of the American Tobacco Company.

Many of the officers and clerks of the American Tobacco Company attended the funeral services which were held at the home of the deceased in Stanford at noon on Feb. 7. The remains have been taken to Detroit for interment.

DEATH OF THOMAS T. SMITH.

Thomas Truman Smith, long in the tobacco business at West Chester and, for a number of years, in Philadelphia, died at West Chester, Feb. 4, at the age of 71. The deceased had been a resident of West Chester since 1848. He was a son of R. Emmett Smith, who years ago was a well-known cigar manufacturer.

In the early '70's the deceased bought out Joseph Hunt's retail cigar stand at 511 Chestnut street and later removed to the vicinity of the City Hall. Mr. Smith leaves two children, both of whom are married; a brother, Charles, who lives at Burlington, and a sister, Mrs. J. W. Marshall, wife of the well-known North Thirteenth street cigar dealer. He was a member of a number of prominent secret societies and took a deep interest in the school and church affairs of his native city. The funeral, which took place Saturday afternoon from his late home at West Chester, was attended by a large number of relatives and friends.

Of a genial disposition, upright and firm in character and one who made warm friends Mr. Smith's death is sincerely mourned by a large circle of business acquaintances as well as the immediate members of his family.

Wm. Ness's new cigar factory at Bath, N. Y., is completed and in operation.

Retail Tobacco Dealers at Harrisburg

Large Delegation Visits the Capital City to Urge Legislation Permitting Sunday Sales—Other Delegations and Associations on Hand.

At the request of the German-American Alliance of Philadelphia, Senator William H. Berkelbach recently introduced a bill in the Senate of the Pennsylvania Legislature providing that cigar, confectionery and drug stores may legally keep open on Sunday for the sale of wares. The passage of the bill would result in the repeal of the so-called "Blue Law" of 1794 which forbids the opening of cigar, candy and other stores on the first day of the week, commonly called Sunday.

Senator Berkelbach's bill stirred up a feeling of opposition among the members of the Philadelphia Sunday Closing Association, ministers and others, and they asked to be allowed to appear before the Committee on Law and Order of the Senate to which the bill was referred, in order to oppose its passage.

Friends of the bill—and they include the members of four business associations, among them the Retail Cigar and Tobacco Dealers' Association of Philadelphia, at once decided that they too, would appear before the Legislature committee and urge the bill's passage. Tuesday, February 10th, was set by the committee for the hearing.

Three of the business associations that favor the passage of the bill, held a meeting at Industrial Hall last Friday night to take action on the matter. It was decided to send a strong delegation to Harrisburg, to appear before the Legislative committee. On the same evening the German American Alliance also held a meeting, at Broad street and Columbia avenue, and arranged to send a delegation to Harrisburg to urge the passage of Senator Berkelbach's bill.

It is a fact so well known as to be beyond dispute, that the 1794 "Blue Law," providing for the closing of cigar, candy, drug and other stores, has been virtually a dead letter for years. There have been, it is true, periodical attempts to enforce the law, but they ultimately failed and matters went on as before. It was seen that there was a strong feeling in favor of permitting cigar, drug, confectionery and like stores to do business on Sunday. That these stores have conducted their Sunday sales in a manner befitting the Sabbath is admitted by all but a few fanatics of the vintage of the sixteenth century witch-hanging days.

The smaller candy and cigar dealers of Philadelphia who have been arrested under the 1794 law for keeping open shop and selling goods on Sunday were incensed at what they asserted was their persecution at the hands of the Sunday closing association officers. No large dealers or hotel keepers, said the small dealers, were arrested or molested—only small dealers in comparatively quiet parts of the city. Referring to the matter, a man in the tobacco business who takes a deep interest in the Sunday closing movement said: "Consistency is a jewel the Sunday closing fanatics seem to be strangers to. In asking the enforcement of the 1794 law why did they prosecute cigar store and candy shop people only? Do they not know that under the 1794 law business of all kinds and classes could—and by right, should, be stopped on Sunday? Under a strict interpretation of the Blue Law referred to, the street cars have no right to run; cabs and carriages have no legal right to do business; milk men cannot sell milk nor deliver it; livery stables cannot hire out rigs; newspapers have no right to print, issue, deliver or sell their papers—in fact pretty much every and all kinds of occudation would have to cease on Sunday. Suppose, in retaliation, the cigar dealers inaugurate a crusade against newspaper selling, milk selling and the running of street cars—wouldn't a grand howl of protest go up? Well, what is sauce for the goose should be sauce for the gander and it is unfair to single out the candy and cigar shop people for prosecution while allowing others to violate the same law. The law should be observed by all alike, great or small, if it be observed at all, but in my opinion the law of 1794 should be repealed. Sunday was made for man; man was not made to observe Sunday regulations made by fanatics."

DELEGATES OFF TO HARRISBURG

The special train, chartered by the Allied Associations consisting of the German-American Alliance, the Northwestern, Southwestern, West Philadelphia and Central branches of the Business Men's Protective Association together with the Retail Cigar and Tobacco Dealers' Association of Philadelphia, left Broad Street Station at 8.40 a. m. Tuesday and carried about 500 delegates, bound for Harrisburg, to appear before the Legislative Committee to urge the passage of the Berkelbach bill, which is designed to legally permit the sale of cigars, etc., on Sunday.

The trip was made without incident. The delegates of the Retail Dealers' Association were accompanied by their attorney, Chas. E. Bartlett, Esq.

THE DELEGATION

Among the delegation representing the Retail Cigar and Tobacco Dealers' Association were the following:

Joseph E. Tuck, President;
John W. Klindworth, Vice President;
R. W. Bock, Treasurer;
F. B. Robertson, Chairman Transportation Committee;

Henry G. Cutler,	A. G. Gearhart,
H. Cline,	F. H. Weidner,
N. Rau,	H. N. Shive,
Dr. Edw. Fornias,	E. A. Schaible,
W. L. Moss,	Wm. Thompson,
A. F. Green,	P. Tunis,
E. T. Geppert,	H. Stein,
H. G. Gotwals,	G. Goehring,
E. Baker,	Geo. J. Moore,
Wm. Loechner,	Jas. Hassan,
V. Newman,	A. Coin,
C. Levy,	J. Landenberger,
E. A. Friel,	F. Roth,
J. Brooke,	Thos. S. Hewitt,
A. K. Moore,	D. A. Schaible,
P. Fitzpatrick,	I. L. Levy,
P. J. Feehan,	B. F. Batten,
W. Nace,	Geo. Karney,

J. Harvey McHenry.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500.00

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"	"FONTELLA"	"WEGO"	"SIONA"
"CUBANOLA"	"RENOWN"	"NERVE"	"SPANIOLA"
"GEO W CHILDS"	"SALVA FUMA"	"STAR"	"TWO ORPHANS" (2 for 5c)
"JACKSON SQUARE"	"SANTA BANA"	"LILLIAN RUSSELL"	"BENEFACTOR"
"PREMIOS"	"PEOLA"	"TURCO"	"FLORODORA" (3 for 10c)
"EXPORTS"	"SMOKETTES"	"VELVET"	"FLORODORA OPERAS" (5 for 10c)
"LA BELLE CREOLE" (10c)	"COLUMBIA" (10c)	"CONTINENTAL" (10)	"PIONEER"
	"DOWLEDO"	"DETROIT FREE PRESS"	

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3 00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5 000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500 00 each)	5 000 00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5 000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100 00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25 00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000 00 "
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75 000 00
	35 213		
35,213 persons			***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3 00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800 523	575,804,470
April	427,952,:58	481,870,212	516,835,163	October	532 205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

A McHENRY DINNER.

Upon arriving at Harrisburg the entire delegation was invited to dinner at the Commonwealth Hotel, by J. Harvey McHenry, on behalf of Arthur Hagez & Co., the Philadelphia representatives of the Universal Tobacco Co. There is every evidence that the dinner was thoroughly enjoyed by all and it soon became popularly known as the McHenry dinner.

PITTSBURG DELEGATIONS ARRIVE.

Large delegations had arrived, during the interval, and the entire body repaired to the Capitol building and were speedily assembled in the House of Representatives.

The Pittsburg delegation showed much vigorous effort and with some apparent effort. The fact that they were mulcted to a $20 fine on conviction of selling on Sunday (that is, in Allegheny county), is a fact which no doubt kindled the fire of their revolt.

The total of 207 retail dealers which constituted a part of the entire body, represented over 7,000 retail cigar and tobacco dealers of the City of Philadelphia alone.

Opponents of the Berkelbach bill consumed two hours in addresses before the Law and Order Committee. Among those who spoke were: Rev. C. L. Fry, Philadelphia; Rev. J. T. Gibson, Pittsburg; Judge W. N. Ashman, Philadelphia; W. H. Fries, Philadelphia; Rev. C. C. Hays, Johnstown; Rev. J. D. Bell, Dubois; Rev. J. W. Heminger, Lancaster; Rev. M. C. Piper, Altoona, Rev. J. T. McCreary, Pittsburg; Rev. E. N. Trimmer, Harrisburg; Rev. Wm. Powick, Columbia; Rev. C. E. Critz, Reading; Rev. J. H. Pennepacker, Lancaster; Rev. J. M. Reimensnyder, Milton; Mrs. M. M. Streese and E. F. Corson, of Philadelphia.

Friends of the bill who spoke in favor of its passage were C. J. Hexamer, of the German-American Alliance; M. M. Swaab, of the Confectioners' Association; C. E. Bartlett, of the Retail Cigar and Tobacco Dealers' Association, Philadelphia; R. B. Scandratt, attorney, Pittsburg; Adolph Timm and A. F. Daix, Jr., Philadelphia; and Rev. A. H. Lewis. Senator Berkelbach declared himself in favor of the bill.

At the close of the hearing the committee took the bill under advisement.

BEFORE THE SENATE COMMITTEE

The delegates appeared before the committee shortly after two o'clock and were promptly called to order by the chairman. Delegates representing the opposing faction were first heard, and were sixteen in number.

The Allied Associations from Philadelphia, Pittsburg and other points were then heard, and their arguments clearly outclassed the arguments from their opponents, leaving, it is believed, a very favorable impression upon the committee A favorable outcome is now confidently looked for.

One of the most vigorous speakers of the afternoon was Mayer M. Swaab, Jr., who represented the Philadelphia Jobbing Confectioners' Association. He argued that his constituency was among the heartiest supporters of the church both financially and morally, and that if there was any legal wrong doing on their part it was because they were forced to it by the demands of the public, and that it was for the convenience of the public that the passage of the Berkelbach bill was being urged He pictured vividly the unfair methods of persecution of the poorer classes of retail dealers.

Augustus F. Daix, Jr., attorney for the Northwestern Branch of the Business Mens' Protective Association, then spoke on behalf of that organization. He stated that his constituency did not so emphatically urge the passage of the bill now before the Legislature, provided that it was rigidly enforced without favor toward any one or any class of business. Otherwise, otherwise,

Dr. Hexamer, who was spokesman for the German-American Alliance, is said to have voiced the sentiments of that association and parts of his address mercilessly scathed the contentions of the ministers. It was, however, regarded by some of the more conservative members of the clergy as rather sacrilegious. It was, nevertheless, a masterful document and was placed on file with others, by the chairman of the committee.

Chas. E. Bartlett, Esq., spoke for the Retail Cigar and Tobacco Dealers' Association of Philadelphia. He spoke deliberately and forcibly, arguing that the old Blue Law of 1794 was designed for times now antiquated and that it did not comply with the needs of the present day nor with popular sentiment. He urged the passage of the Berkelbach bill on that ground. He also stated that the association he represented was not adverse to the present law if truly and fairly enforced in a spirit of equal rights to all men, but took occasion to say that if existing conditions continued, such a spirit of indignation would arise as to make a modification of some kind absolutely necessary sooner of later.

He closed by saying that he thought the old axium of Abraham Lincoln admirably appropriate; that since it was a country of the people, it should be governed for the people, and by the people, and that there was a preponderance of evidence clearly showing it to be the desire of the people to have the privileges which would be given them if the Berkelbach bill became a law.

The special train left Harrisburg at 8 p. m., reaching Philadelphia soon after 11 p. m.

The ultimate outcome or any further developments are now eagerly awaited by friends and foes of the bill.

7,000 BUNCHES A DAY.

A recent article in The Tobacco World stated that a girl in a Circleville, O., factory recently broke 6,000 bunches in one day on a machine. This article brings forth the statement from the Winget Machine Company, of York, Pa., that a boy in the employ of the Keystone Cheroot Co.'s factory, at Hanover, makes 7,000 bunches almost every day, using the Perfecto Bunching Machine manufactured by the Winget Co. The company also asserts that many operators make 6,000 bunches per day. The Winget machine is a self-feeder and is operated by foot power.

IN THE SOUTH.

(Special Correspondence)

Nashville, Tenn. Feb. 8, 1903.

At a meeting of the Tobacco Growers' Association of the Clarksville District, held at Clarksville the past few days, it was ordered that the following petition be prepared for circulation through the tobacco districts of Tennessee and Kentucky:

"To the Honorable Senators and Representatives of Congress: The tobacco planters of Tennessee and Kentucky feel a great oppression from the law passed in 1894, restricting the sale of raw leaf tobacco, and respectfully represent that leaf tobacco is the only agricultural product upon which a tax is laid upon its sale to any one. All of the cereals, hay, hemp, cotton and sugar and other agricultural products are free of sale to any one by any one without tax, but raw leaf tobacco cannot be sold to consumers without paying a tax of 6 cents per pound (nearly 100 per cent of its value) the same as if it was manufacturers, with one exception, viz: the planter can in person sell to consumers his own crop without said tax—but the real consumers for raw leaf tobacco, the negroes and poor white people in the cotton and sugar states, are too far away from the tobacco growing states to be reached by the tobacco planters This demand is from people who use very little manufactured tobacco and prefer the raw leaf, and failing to get that go without; therefore the repeal of the tax on raw leaf tobacco would cause but little loss of revenue to the government. The sale of raw tobacco used to be free, as are the cereals and all other products of the soil, but a law was passed by Congress in 1894, largely through the influence and efforts of the tobacco trust, placing as aforesaid the tax of 6 cents per pound on the sale of leaf tobacco.

"Therefore appealing for justice, the tobacco planters respectfully petition Congress to put raw tobacco on the same footing as other vegetable products and repeal all laws and parts of laws which prohibit the sale of leaf tobacco to consumers by any one, which will give an entirely new demand for leaf tobacco and lift a burden from the tobacco planters, and we will forever pray, etc." The petition, when presented, it is thought, will have on it 10,000 names. The good offices of Secretary of Agriculture Wilson have also been invoked.

The Executive Committee of the Burley Tobacco Growers' Association had a meeting at Louisville, Ky., this week and decided to incorporate that association with a capital stock of $3,000,000 and to attempt to control the forty burley growing counties of Kentucky, Indiana, Ohio and West Virginia, to establish warehouses and fix the prices that pay farmers to raise tobacco. A sufficient number of growers will be secured to guarantee control of 75 per cent. of the market. A meeting along the same lines will be held at Lexington, Ky., on February 26.

Internal Revenue Commissioner John W. Yerkes has made his report as commissioner, and the same contained interesting figures relative to Kentucky products taxed by the government. Tobacco statistics give the Fifth Kentucky district second place in the production of manufactured tobacco, while the State ranks third, Missouri and North Carolina leading it.

In Tennessee, at Nashville, Chattanooga and Memphis the trade outlook is reported good for spring. The traveling salesmen in the tobacco lines are now beginning to move about actively, and in a fortnight there will be much activity in tobacco trade circles.

I. Peterson, second vice president of the American Snuff Co., of New York, held a conference with some of the concern's Southern representatives at Memphis this week. Those present were: W. W. Ward, J. B. Griffin, Hardy Williams, W. P. Fidler, I. E. Moore, W. R. Beazley, J. M. Witsell. J. Atkinson, drummers; W. O. Hunt, general agent of Knoxville, and J. T. Fisher, division manager of Memphis.

Ike Ochs, representative of M. Lorente & Co., of New York, has been working in the Tennessee trade the last fortnight.

L. C Rosehill is looking after the interests of the Joe Wheeler five-cent brand and other cigars of Elmer E. Kirkland & Co. of Binghamton, N. Y.

Baron Co. Had Prosperous Year.

The sixth annual meeting of the directors of the Baron Cigarette Machine Company, Limited, was held at London, England, February 2d, 1903. The report of the secretary showed that the amount standing to the credit of the profit and loss account was £31,361, 8s, 5d., which the directors were asked to dispose of as follows: To write off patents, reducing their book value to £50,000, £5,322, Interim dividend of 5 per cent. paid in July, 1902 (tax free), £6,000. To place to reserve for equalizing dividends or contingencies, &c., £10,000. To pay a further dividend of 1s. per share, free of Income Tax, £6,000. Total £27,322. To carry forward to next year the balance of £4,039 8s. 5d. Grand total, £31,361 8s. 5d.

It will thus be seen that the company's past year was profitable and the outlook for the future promising.

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We Furnish Estimates To Advertise Anywhere

PAINT OR POSTER

Sketches and Designs FREE

The BILLPOSTING SIGN CO.

814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings

Submit sample by mail and put name and address on parcels

INTERNATIONAL TOBACCO COMPANY

204-206-208 East 27th Street, NEW YORK

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

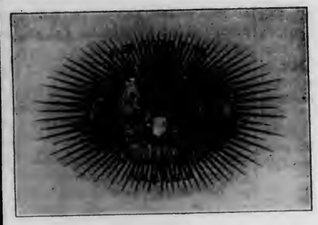
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HAVANA, CUBA.

Rabell, Costa, Vales & Company



Sole Pu veyors, by Request, to the Royal House of Spain.

Finest Havana





This Factory Being Independent is Enabled to Guarantee the Quality of its Products



CIGARS





Factory, Galiano 98,
Havana, Cuba.

JAIME SERRABELLA,
Sole Representative of the United States and Canada.
172 Front St. New York.

PHILADELPHIA

DUNN COMPANY INCORPORATES.

The T. J. Dunn & Co. cigar business was incorporated in New Jersey, Feb. 4; capital, $500,000. Theodore Werner & Co., of New York, purchased the Dunn factories Feb. 1 from the heirs of the late Henry Heymann, as has already been noted in The Tobacco World. Mr. Werner has taken charge personally of the work of making an inventory. No one connected with the old firm will remain with the new. It was thought for some time that the Dunn factories would be conducted by the widow and two sons of the late Mr. Heymann but now that the sale has been effected Gerson Heymann, one of the sons, will become connected with a large woolen manufacturing firm, while his brother, Joseph C. Heymann, will start a new cigar factory within a short time, his intention being to manufacture clear Havana cigars. For the present Werner & Co. will occupy the Dunn factory on North Broad street. The other Dunn factories will be run indefinitely.

UNPROFITABLE VISITORS.

Burglars entered Philip Tunis' cigar store, 701 South Eighth street, Philadelphia, on the night of February 3, and stole pipes, cigarholders and knives valued at $75.

ONE MOORE STORE.

W. B. Moore has opened his new branch cigar store at Second and Market streets. The signs and decorations are very neat and effective and an attractive display is made of cigars, pipes and tobaccos. The new store is catching its share of trade.

ELECTED A DIRECTOR.

H. D. Miller, of Frishmuth Bros. & Co., attended the meeting of the Independent Tobacco Manufacturers of the United States at Washington, Feb. 3 and 4, and was elected a director of the permanent organization.

"The independent manufacturers have organized to advance their interests," said Mr. Miller to a World reporter. "They did not organize to attack any corporation or individual but to help along the interests of the independent tobacco manufacturers. We had a successful convention and I believe the organization will prove a great benefit to its members."

The organization of the Independent Tobacco Manufacturers will meet annually and during the year business matters affecting members will be looked after by a board of directors.

L. LOEB IN HAVANA.

Per letter from Leopold Loeb, who is in Havana, the Philadelphia house was apprised Monday that he has been successful in selling a large amount of the firm's tobacco holdings and has also purchased a number of desirable lots. Mr. Loeb is apt to remain in Cuba for several weeks to come.

BOUGHT A CORNER PROPERTY.

The Girard Estate has purchased the building at Fifth and Chestnut street, in which is located the cigar store of M. J. Dalton & Co. It may be that sometime in the future a new and larger building will be erected on the corner, but at present no change is scheduled.

SUNDAY OPENING CASES.

Argument was heard before Judges Davis and Ralston in Common Pleas Court No. 5, Monday, on the rules to quash the writ of certiorari recently issued to test the legality of the arrests of five West Philadelphia cigar dealers, who were fined for violating the Sunday closing law of 1794. Decision was reserved.

ANOTHER TRADE CHANGE.

The firm of Weigman Bros., Rabinovitch & Co., was dissolved last Saturday, Rabinovitch & Co. retiring and the Weigman Bros. being succeeded by the Philadelphia Tobacco Co., which will continue the business of the old firm at the old stand, 514 South Fourth street. E. Rabinovitch & Co. will start a new and separate factory for the manufacture of Egyptian and Turkish cigarettes as soon as they can secure a suitable location. They have already registered the name Golos, as a trade-mark for one of their makes of cigarettes.

BUSY AND HAPPY.

At the M. D. Neumann & Co. cigar factory on North Broad street business continues good and the factory and shipping room employes have all they care to do. Mr. Neumann, of the firm is touring the West and is meeting with good luck in booking orders.

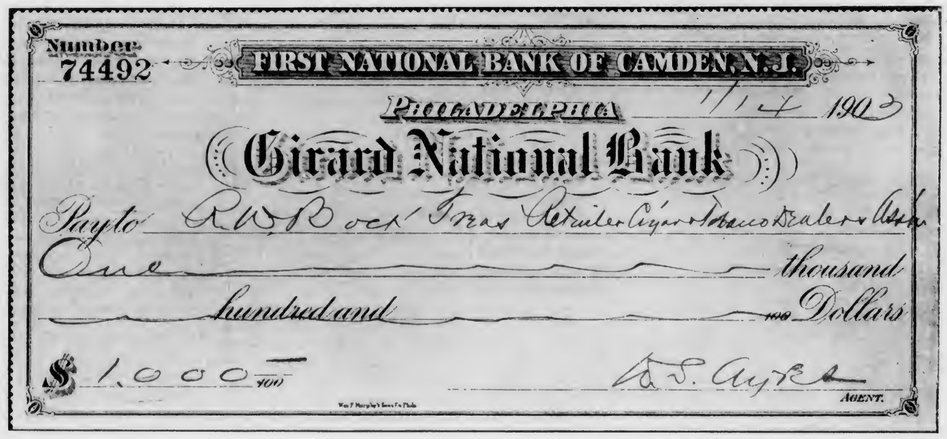
SON ENTERS FIRM.

S. Seiberlich, the cigar manufacturer at Fourth and Jefferson streets, admitted his son to partnership February 2, and hereafter the firm name will be Seiberlich & Son. The factory is busy turning out orders for regular goods.

BUSY TIMES ALL AROUND.

The opening of several new good-sized cigar factories in Philadelphia and the fact that almost all of the regular factories

GENEROUS GIFT OF MANUFACTURERS.



The accompanying half tone illustration is that of a check which may in time have a cherished historical value for the members of the cigar dealers' association of the Quaker City.

At the meeting of the Retail Cigar Dealers' Protective Association of Philadelphia, on the evening of January 14, a representative of a large number of the cigar manufacturers formally presented Joseph E. Tuck, President of the Retailers' Association, the check here illustrated which, it will be noted, calls for $1,000. This was the sum voluntarily contributed by the cigar manufacturers to the Retailers' Association as an expression of good will and a sign that they were in sympathy with the objects of the new organization. The check was accepted in the same spirit as given and a hearty vote of thanks was returned to the manufacturers. It is hinted that in due time the original check will be framed and hung in the office of the Secretary of the Retailers' Association.

John Langlitz and John Yohn have opened a cigar factory at Amboy, Ill.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS

Three for Five Cents

BEN ROY Cigarros

Five for Five Cents



MINUETTE Cigarros

Ten for Ten Cents

ITABA CROOKS CIGARS

Three for Five Cents

Main Office, Hanover, Pa.

have kept busy and even put on new hands, has tended to make cigarmakers scarce in the Quaker City. It would seem too, as though this condition was known in other centres for there has been an influx of cigar makers during the past month and almost all of them have promptly secured work. Reports from other Pennsylvania trade centres indicate a similar condition and it is thus made clear that cigar manufacturers generally are doing a good business. January business this year far exceeded that of 1902.

TITLE TAKEN BY TRUST CO.

The Real Estate Title Insurance and Trust Company took title February 3, to the building at 527 Chestnut street occupied by H. B. Grauley as a cigar factory. Consideration, $75,000.

"MOONSHINE" CIGARS SEIZED.

Several weeks ago revenue officials seized a number of unstamped cigars which had been shipped from 124 Mulberry street, New York, to Dominick Parziale of Twelfth and Kimball streets, Philadelphia. Parziale was arrested and it developed that he was blind, and, though the government's agents seized 10,000 unstamped cigars addressed to him and labeled as groceries, they have been unable to secure any incriminating evidence as to a conspiracy. The accused man protested that he purchased the cigars in good faith, and because of his blindness could not tell whether they were stamped.

Giriaco Itali was arrested February 3, on suspicion of selling liquor without paying a revenue tax. At the same time the revenue officials discovered 2,000 unstamped or "moonshine" cigars. The cigars, which were seized, were found at 727 and 769 South Seventh street, 907 South Eighth street and 712 Schell street—in that part of Philadelphia known as "Little Italy." The proprietors were taken to the Internal Revenue office, where all protested their innocence of wrongdoing. All are Italians and keep small grocery shops and cigar stores. The cigars, it is thought, are made in Mulberry street, New York. They are put in boxes which have been previously used for cigars and bear the cancelled stamp, which is a violation of the law.

The agents are working on the theory that there is a band of men manufacturing and shipping contraband cigars and whisky from one city to another in the guise of other merchandise in order to avoid paying revenue taxes.

WILL EMPLOY MANY HANDS.

A. S. Valentine & Son, cigar manufacturers of Womelsdorf, Pa., have leased the new four-story building at 116-18 North Seventh street, and before the end of the month will start a factory employing between four and five hundred hands to manufacture cigars.

GOOD CIGAR ADVICE.

The sign artist with the Fellheimer & Co. factory on North Fourth street, has been having a "think or two," with the result that several clever signs are before the passing public setting forth the qualities and advantages of that factory's cigars. One sign advises passers-by to "smoke cigars - not bands," while another reads: "Silence is golden; our cigars speak for themselves."

A DEPARTMENT STORE DISPLAY.

While they have not yet gone into handling cigars, Lit Brothers have for some time carried a fair-sized stock of smokers' materials, ornaments and pipes and this week make quite a display of the goods in a show case placed on the Market street side of their large stores. The display is attracting its share of attention.

WILLIAM'S CLAIM.

It is quite possible that a fortune awaits the inventor who discovers how to manufacturer paper from tobacco. Assuming that the "paper" (if such it could be called) is made of tobacco and tobacco only, the somewhat vexed "wrapper problem' might be in a fair way of being solved. Experiments in making tobacco paper have been carried on for years and the latest inventor who claims to have successfully discovered the secret of making paper from tobacco leaves for cigarettes is William Gilds, of Chester, Pa. According to a dispatch sent out from that city William starts for Europe next week with his secret and hopes to make a fortune there with it. Why not make it in this country?

ALLEGED TOBACCO THIEF.

Camden police arrested a man Saturday last who gave the name of John McDonald, on suspicion of having entered Constantine Carometa's cigar shop and robbing it of tobacco, cigars and cash valued at $150. McDonald was held in $1,000 bail for court.

TAG BRANCH OFFICE.

Up-town smokers and users of tobacco can now take coupons of the Florodora Tag Company to the company's branch office at Amber and Norris streets, recently opened for the convenience of people living in the northeastern part of the city.

LITTLE BRINDLE A BIG HIT.

The Theobald & Oppenheimer factory put on the market a few months ago a small cigarro which was called the Little Brindle. The cigarro has made a decided hit and the factory, as a result, has about all the orders on hand for them that it can fill. A steady demand exists, also, for the factory's regular brands of cigars.

THERE'LL BE NO CHANGE.

A rumor was in circulation the past week that the cigar factory of Vicente Portuondo was to pass into the control of the American Cigar Company. At the Portuondo factory the rumor was pronounced nonsense; and it was asserted that the factory would continue as heretofore, under the ownership of Vicente Portuondo.

MOSTLY PERSONAL.

Daniel Phelps, salesman with the Sulzberger-Oppenheimer & Co. factory, was in Kansas City and other Western points last week.

On his Western trip George Newman, of Young & Newman, stopped over for a few days in Cincinnati last week, and received a hearty welcome from old patrons.

H. Stewart Moorhead, of Duncan & Moorhead, left for Havana Saturday for a two weeks' business trip.

Morris D. Neumann, of the factory of M. D. Neumann & Co., was in Omaha and other western cities last week, pushing the sales of White Knight and other brands of the house.

E. A. Waltman, salesman with Oblinger Bros. & Co., has been getting some large orders in and about Kansas City.

Harry Smock, formerly a Philadelphia representative for the American Tobacco Company, is en route to Europe. He will be local superintendent for the same company at Smyrna.

The M. J. Dalton Cigar Company is figuring on opening one or more additional retail cigar stores.

S. M. Newburger, of Stewart, Newburger & Co., is in the West, on his regular trip to that section. H. W. Ferkler left the first of the week to cover his mid-west territory for the house.

Among the tobacco trade visitors to Philadelphia during the past week was M. J. Friedman, of the leaf house of J. Friedman & Co., Chicago.

Julius Glueck, formerly known to the local trade as a cigar dealer at 10th and Callowhill street, was married in Cleveland last week, where he now lives. Harry Goldsmith, of the El Provedo factory, was best man at the ceremony.

W. A. Stickney, a prominent St. Louis cigar manufacturer, accompanied by his wife, was a Philadelphia visitor this week.

After visiting New York and Florida, they will take a trip to Havana.

Victor Lopez, of Trujillo & Co., New York, visited the Philadelphia trade this week.

Mr. Block, of the tobacco pipe manufacturing firm of Block & Shaw, visited the trade of Cincinnati last week and intends to visit other Western cities before he returns home.

Mr. Jeittles, of the Jeittles & Blumenthal cigar factory, is in the West on one of his regular trips and is getting his share of orders.

Invested in Cigar Molds.

The Winget Machine Company of York, Pa., recently purchased at auction several hundred cigar molds of the Havana Cigar Co., of Lancaster.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR RENT—A large brick building suitable for cigar manufacturers working suction tables, in a locality where there is plenty of cheap labor and no Union town faction. Capable of working several hundred hands. Address, Factory, Box 66, care Tobacco World. 2t.

WHEN in need of any machines, tools, molds, new or second-hand or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

CIGARS WANTED—PARTIES having job lots of cigars in any quantity which they wish to dispose of cheap for cash, address D, Box 04, care Tobacco World, Philadelphia. 2-12-2t

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes



Union Made All Sizes

M. Steppacher, Reading, Pa.



10c.

A Perfect Cigar.

5c.

A Delicious Smoke.

Strictly Hand-Made.



They are Deservedly Popular

MANUFACTURED BY

CHARLES M. YETTER

READING, PA.

We use the *Blue Label* of the

Cigarmakers' International Union of America

WE SOLICIT YOUR CORRESPONDENCE



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.



E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR

EVERY DAY

Chief Rabban *Lady Mar*

Wyoming Elk *Ortho*

La Caribbean *Nickname*

Quality Counts in the product of

The Penn Cigar Co., Reading, Pa.

John H. Witter,

Manufacturer of *Newmanstown, Pa.*

FINE HAVANA HAND MADE

CIGARS

Lord Gloster--10c.--Henry W. Sage

Dundreary, 5-cent

WM. H. REDCAY

READING, PA.

MAKER OF

HIGH GRADE HAND MADE **Havana Cigars**

UNION MADE.

Famous Brands:

RINGOLD and FUDGE, 5c.

KEY WEST HAVANA, 10c.

☞Write for Prices. Jobbing Trade Solicited.☜

1902 CROP DELIVERIES HEAVY.

Lancaster Warehouses Busy and Trade About Normal—Revenue Receipts, Trade Personals, Etc.

Lancaster, Pa., Feb. 9, 1903.

Trade in tobacco circles has been normal the past week. Several small lots of the 1901 crop were reported sold but the demand is not yet general. It is but a question of time when the 1901 crop will be called into requisition, and until that time no booms or spurts are looked for in the trade. Deliveries of the 1902 crop continue to be made to the warehouses daily, some firms' receipts being exceptionally heavy.

The United Cigar Manufacturers are packing in four warehouses and turning out about 250 cases per day.

There are some buyers yet in the field after what remains unsold of the 1902 crop but the lots being so scattered it scarcely pays to drive for it.

A number of the local packers are not packing the fillers of the crop but selling them in bulk to the American Cigar Co., which is purchasing all that can be bought.

Julius Marquśee is putting up a packing of choice Wisconsin and York State.

I. H. Weaver left on Saturday for Dayton, O., to inspect his packing of that state's growth.

J. Edward Stake, vice-president of the International Tobacco Co., New York, spent several days in Lancaster and the county buying cuttings, scraps and siftings for export.

Julius Fox, for many years engaged in the tobacco business in this city, will in a few days remove to Philadelphia to permanently locate. He bought out the old established stand of Dan Leahy, 25 North Juniper street, and after remodeling the store will engage in the wholesale and retail cigar and tobacco business, handling only high grade standard brands.

John Eimerbrink, of the firm of Myers & Adams, York, Pa., spent several hours in town visiting his son at college and calling on old friends in the trade.

Other visitors in town calling on the trade during the week were: Charles Cohen, representing Newgass & Greenhut; Leopold Cohn, representing A. Cohn & Co.; H. V. Altschul, Theo. Bixby, representing J. Cohen & Co., of New York; Monroe J. Friedman, representing J. Friedman & Co., and I. Latzar, of Chicago; Max Bamberger, representing L. Bamberger & Co., of Philadelphia, and A. D. Lebolt, of Springfield, O.

The receipts for January, 1903, of the Ninth Internal Revenue District were $183,595.62 for cigars; $2,437.61 for tobacco and snuff.

The report shows a decrease of $5,298.42 on cigars as compared with January, 1902. The decrease is due to the fact that during December 1901 a large quantity of cigars were made up for shipment in January 1902, and stamps not taken out until time set for shipment. It is to be taken into consideration that conditions had materially changed since in November and December 1902. Cigar manufacturers were so extremely busy filling rush and immediate orders, that they were unable to accumulate surplus stocks, even though they had orders for shipment during January 1903. On the contrary, the stocks of a number of large manufacturers were almost depleted by January 1, 1903, and in consequence the cigars had to be made to fill orders which accounts for manufacturers being so busy during January; the large quantity of the cigars made during that time will only be stamped in February, when the receipts for that month will undoubtedly be large.

The Lancaster, Pa., Tobacco Board of Trade held its regular monthly meeting February 2. No important business was transacted, owing to absence of several officers.

At the Eureka Cigar Factory of A. D. Killheffer, Millersville, every bench is filled and he states that he has this year experienced no holiday dullness. He now also contemplates packing some leaf tobacco. He recently made a successful trip through Delaware and Philadelphia.

PHILADELPHIA LEAF MARKET

A marked change for the better occurred in the leaf tobacco market during the past week. Transactions were larger and more numerous, giving a cheerful tone to the trade generally. Wisconsins and Pennsylvania Broadleaf, 1901, were in good demand as was also Ohio Zimmei, 1901. Prices remained firm.

Several good transactions are recorded in Sumatra, the demand for that leaf having increased. Inquiries for Havana were fairly brisk, too, and the volume of small sales amounted to a good-sized aggregate.

The opinion was expressed that quite a number of manufacturers are holding off making purchases under the belief that prices will decline, but in this they will doubtless be disappointed. Good tobacco is being taken up as soon as offered and indications are that prices will remain firm for some time to come. February business this year, it is confidently predicted, will exceed that of 1902.

Exports of tobacco have been light since the first of the year. But one noticeable shipment abroad was made during the past week and that consisted of 43 tons of tobacco sent to Antwerp.

South Carolina farmers in the Beaufort neighborhood will grow tobacco this year as well as cotton. Cotton yields $40 per acre and tobacco, it is thought, will yield from $80 to $125.

Latakia tobacco obtains its peculiar flavor through being sprinkled with water and allowed to ferment after thorough fumigation with the smoke of resinous aromatic wood grown in Syria, states a consular report.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.



I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St.,

Lancaster, Pa.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street

LANCASTER, PA.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.



E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.

Selected B's and Good Tops a Specialty.

SONDHEIMER & SMITH,

Packers of and Dealers in **LEAF TOBACCO**

LANCASTER, PA.

P. L. Leaman & Co.

Packers and Dealers in ***LEAF TOBACCO***

145 North Market Street,

Lancaster, Pa.

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

J. W. BRENNEMAN,

Packer of and Dealer in ***Leaf Tobacco***

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

A. W. ZUG

EAST PETERSBURG - PENNSYLVANIA

High Grade Cigars.



Recommended for Exquisite Aroma and Excellent workmanship

WE EMPLOY NO SALESMEN. All our business is transacted direct with the wholesale houses. Please place yourself in correspondence with us. We will save you money.

YORK LEAF MARKET BUSY

In Old Goods and Prices Remain Firm—Ready to Pack the 1902 Crop—Trade News, Etc.

York, Pa., Feb. 9, 1903

The first week in February has been a busy one in the York leaf tobacco market, especially in old goods. Nearly every packer and jobber reports having made big sales during the week. Numerous inquiries are being made for certain grades and all indications point to a brisk trade during the month. Prices remain firm in all grades.

Packers and warehousemen are getting ready to receive and handle the 1902 crop. The damp weather of the past two weeks has been favorable to bundling leaf tobacco and quite a number of growers are bringing their crops to town. During the week Reuben Zech, agent for S. L. Johns, received a fine lot of leaf, which was shipped to Lancaster county. Mr. Zech told me it was as fine a quality and as well cured as any York county tobacco he ever handled. Some big receipts are expected this week.

There is no let up in the rush of orders for York county cigars. Every factory in this city and vicinity is busy and their forces working to the limit of production. If there be any idle cigarmakers in York county, it is because they do not want to work, as situations can be obtained at almost any factory he visits. G. A. Kohler & Co. is advertising for 20 first class cigarmakers on fine hand work; P. C. Fulweiler & Brother Co. wants cigarmakers on hand work and mould workers. The La Buta cigar company also wants cigar workers, bunchers and rollers. Reports from Dallastown, Red Lion, Yoe, Nashville and Hanover are also to the effect that while the trade is booming, yet the output would be still greater if more cigar makers could be obtained.

The cigar makers employed by D. E. Woodmansee, of Spring Grove, are on a strike, and as a consequence the factory has been closed. All of the cigar makers, 18 in number, made a demand one day last week upon Mr. Woodmansee for an increase of five cents per hundred. Mr. Woodmansee has always treated his men liberally and fairly, but considered their demand unjust, consequently, he refused to acceed to the demand and closed his factory. He has a large number of orders on hand and has made arrangements with another firm to fill them.

The tobacco warehouse of Myers & Adams, North Beaver street, this city, was burglarized last Wednesday night and a quantity of fine leaf tobacco stolen. The thieves were unobserved in their looting, but were seen to emerge from the warehouse with several large bundles of tobacco. A policeman was notified and gave chase to the robbers, but they had too big a start and escaped.

York retail cigar dealers are not much interested in the bill now pending in the state legislature for the repeal of the 1794 Blue law. This is a progressive community, and no effort is made by the municipal authorities to enforce the old law. Cigar stores are open all day, but the proprietors have sense enoogh not to permit any boisterous talking or unseemly conduct about their establishment on Sundays. They are content to let good enough alone.

Adam Baker, of York, has been notified that his application for the name of "The Keyser" for cigars, has been granted, having been registered January 27 last.

S. L. Johns, the well-known cigar manufacturer, has installed a steam boiling apparatus in his cigar factory at Stinestown.

The Hanover Cigar Company, the latest industry in Hanover, began operations February 3d. The firm has a number of large orders on hand, and expects in the near future to employ 60 cigar makers. The factory will be a union shop.

William Lowery, of Hanover, will remove his cigar factory April 1st from his present quarters in the building of W. C. Bair to the building owned by G. S. King, in Frysinger alley. Mr. Lowery's business has increased so rapidly that his present quarters are too small.

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

Importers of

SMOKERS' ARTICLES

Salesroom, 10 East 18th St. NEW YORK.

GENERAL NOTES.

A. H. Broezel has succeeded to the cigar business of Seitz & Broezel, at Mauston, Wis.

Tierney & Sass, of Champaign, Ill., have bought the cigar factory of the late J. B. A. Collan.

Fire damaged David Marshall's cigar factory at Pittsburg January 30th to the extent of $2,000.

Peter Burgy, Jr., is buying equipment for a new cigar factory which he will start at Chillicothe, Mo.

The Clarinda Cigar Company has been incorporated with $7,500 capital at Clarinda, Ia., and will branch out in business.

The Rodrigues Cigar Company will open a cigar factory at Valdosta, Ga., this month, starting with twenty-five employes.

A bill prohibiting the sale of cigarettes and cigarette paper in the state has been passed by the Alabama house of representatives.

Edward Ross and I. H. G. Slaughter, of St. Bethlehem, Ky., are arranging to open an independent tobacco manufacturing plant.

Burglars have been raiding cigar and tobacco stores at Marion, O., so much lately that it is thought it is a systematic scheme upon the part of the thieves to secure quantities of tobacco to resell.

Brands:

CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1865

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

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Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

L. E. Ryder,

Wholesale Manufacturer of

Cigars

Lancaster, Pa.

The Best Possible Goods for the Least Possible Money.



R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

Pouch Cigars—Three Hits—3 for 5 cents

Trimbuck—2 for 5 Cents

To Jobbers Only. Investor—5 Cents

Phares W. Fry, Lancaster, Pa.



F. E. Eberly,

Manufacturer of High-Grade Union Made CIGARS

Stevens, Pa.

Shipping Station, East Earl.

H. L. WEAVER. E. R. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade CIGARS

DENVER, PA.

STRICTLY UNION-MADE GOODS

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of UNION-MADE CIGARS

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.
We Can Save You Money
When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Books,
Etc., Etc.

THE STERNBERG MFG CO.

Ask for Our Catalogue No. 5
IT ILLUSTRATES
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of the
LATEST AND UP-TO-DATE
Cigar Mold Shapes
AND A COMPLETE LINE OF
Cigar Makers' Supplies

Main Office and Works, 1702--1712 West Locust Street, Davenport, Ia., U. S. A.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

YOCUM BROS. TO INCORPORATE.

Firm's Six Story Annex at Reading Almost Completed—Manufacturers Busy—Trade Notes, Etc.

Reading, Feb. 6, 1903.

J. W. Crossley, formerly of this city, has been promoted to the position of supervisor of depots for the Florodora Tag Company. He is now located in Philadelphia, but will have charge of the opening and management of depots in the eastern section of the United States.

S E. Applegate, representing the La Reelama Cuban Cigar factory, New York, was a visitor to Reading last week.

The new firm of Theodore F. Werner & Co., of New York, who bought the cigar factory of T. J. Dunn & Co., at Boyertown, have started up their factory at that place, which had been idle for several weeks.

John H. Riegel, cigar manufacturer, is exceedingly busy at present. Mr. Riegel is making large daily shipments of leaf tobacco and also enjoys a large cigar trade. He proposes placing several new brands on the market in the spring.

A busy industry here is the Taylor Bros. Tobacco Company. This company is the leader here in plain scrap goods and its most popular brands of butts are Union Butts and Good Stuff, both of which find a ready way into the market. All of the company's goods are strictly union made and there is a big demand for them over all this and other states.

Frank Ream, cigar manufacturer, has placed a new brand on the market called Luken's Special. The label contains a picture of the world famous Luken Bros.' athletic team. Mr. Ream has a large number of orders for the cigar which is quite popular here.

M. Steppacher's factory is one of the busiest in Reading. He says he has all the hands he needs and makes large shipments daily. He enjoys a large run on his El Steppacher and Royal Berks brands. Last year the product of his factory was over 5 million cigars. His shipments for January of this year are already 150,000 ahead of those for the same month in 1902.

Sam Hantsch reports his sales for January away ahead of those for the same month last year. He received another large order for a million stogies from a Pittsburg party and makes large shipments daily. His new brand, the Colonial Trust, is meeting with popular favor.

The cigar factory of Gumpert Bros. is working on full time and the firm has never been busier than at present. They are advertising for cigarmakers for hand-work, and also for bunchmakers, rollers and strippers, but it seems that they are unable to get a sufficient number. The chief reason for this condition of affairs is attributed to the fact that all factories are busy and few cigarmakers are out of employment.

Application will be made to Governor Pennypacker on Tuesday, Feb. 24, by Wagner & Leidy, solicitors, for a charter for the corporation to be known as Yocum Brothers. The only change made in the firm of this large cigar manufacturing concern is for the transfer to a company instead of continuing it as a private firm. The concern will be capitalized at $300,000 and the incorporators are William M. Yocum, surviving member of the original firm; Charles Yocum and John Yocum, sons of James W. Yocum, who died a short time ago and who was the other member of the original firm; Lehman I. Bright, who has long been chief bookkeeper, and George W. Wagner. The concern is just completing a six story annex which will enable it to increase its output very largely. William H. Yocum and Charles Yocum, members of the firm, left for Havana, Cuba, this week, where they will spend some time buying Havana tobacco for their trade. For some years the firm has been buying its Havana direct in the largest tobacco growing districts in Cuba. They left via the Atlantic Coast line to Miami, Fla., where they took a steamer for Havana. They were accompanied by Albert Thalheimer, box manufacturer, who will also spend some time at Dayton, Fla., on the home trip.

A. E. Houch has opened a cigar store at 228 South 9th street, this city. He has fitted out the place in a neat manner.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Sales continue all along the valley, but the prices vary greatly, and, in so far as the writer can see, without any valid reason. A couple of growers are living on the same street and directly opposite each other. One assorted and packed his crop and has sold at 19c through, while the other sold his in the bundle at 8c. Another neighbor, living not more than forty rods from these, was offered 20c for his crop assorted and force-sweated, but declined the offer. The soil is very similar and all are careful men. This seems an argument in favor of co-operative methods in sorting, packing and selling. Some men appear to be unable to do any trading; although they are honest, upright men, yet they can't trade to any advantage to



G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100 000 to 125,000 Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.





Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



La Imperial Cigar Factory



J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE
Capacity, 25,000 per day.
Prompt Shipments guaranteed

B A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"



THE BEST FIVE CENT CIGAR



BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.





B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

W. H. RAAB & SONS
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.
High Grade Cigars.
DALLASTOWN, PA.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

themselves, but are productive of great damage to other growers. So long as the packers can find such growers, they will not buy at fair rates.

Our correspondents write:

Hinsdale, N. H.: "I have to report the sale of two lots of tobacco very lately: H. H. Day sold about 5 acres to Sutter Bros. at 14½c; L. Wellman sold 1¼ acres at 11c, all in the bundle."

South Hampton, Mass.: "There has been quite a stir in the tobacco trade of late, but the prices were extremely low for the class of leaf sold. In all there were six lots. The prices ranged 8c to 11c, all in the bundle."

Conway, Mass. "Only a few lots of tobacco remain in the growers' hands now. Many farmers are beginning to think that the quicker we can co-operate and assort our tobacco the better it will be for us. Then we can sell the tobacco on its merits, and not at the very low prices many are getting."

Whately, Mass.: "Hon. L. A. Crafts sold 70 cases of assorted tobacco at 19c through, to Meyers & Mendelsohn, packers at North Hatfield. Fred L. Graves refused an offer of 20c for his crop of assorted and force-sweated leaf. A small lot of about 1 ton was sold for 8c in the bundle."

Feeding Hills, Mass.: "Tobacco is being picked up rapidly by Noble of Westfield, Wildman of New Milfort, Ct., and Noble of Southwick. Prices range from 6c to 16c in the bundle. But there are a good many who have not sold yet, but are holding for higher prices."

We have reports of other sales, but the prices are not given, so we don' t care to say anything about them.—Amer. Cultivator.

BALDWINSVILLE, WIS.

During the mild weather which prevailed during the past week, nearly all the new crop still hanging was taken down and the farmers are now busy assorting. There is still nothing doing in the market, although it is expected that the buyers will begin to make purchases before long. The only sales that have been reported are: James Decker, Lysander, 2½a, 5c; Chas. Van Auken, 1a, 3c. Everything is quiet at the local warehouses, from which only a few small shipments have been made.—Gazette.

MIAMISBURG, O.

The country roads have been alive with tobacco buyers during the past few weeks, and an immense amount of the new crop has been contracted. Zimmer's Spanish is the variety mainly sought, and the price paid is almost uniformly 8c through, with a few exceptions at 7 or 7½c, although an occasional crop of seedleaf is sold at 5 and 6c. Some farmers claim that these prices are being slightly exceeded, though buyers with whom we have conversed deny it.

Several deliveries of the new crop have already been received at local warehouses and railroad stations, but the bulk of purchases is not expected to come in until some time in March.—News.

EDGERTON, WIS.

Some riding in the country districts is being resumed again by buyers in search of both old and new leaf. While the volume of business is not large it is all the time reducing the amount of unsold tobacco in growers' hands.

The only important sale of cased leaf for the week is the purchase of the Espeseth packing of choice Vernon Co. 1901 leaf, of 600cs from Fred Eckhart by E. C. Tallard for the account of Meyer & Mendelsohn, New York dealers.

Bad weather has broken into the volume of deliveries of new goods during the week but the warehouses have sufficient stock on hand to keep full forces at work at the packing points, where assorting is being crowded along as rapidly as possible.

Shipments, 838 cases.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Jan. were	3,058	Hhds.
Sales " " "	506	"
Shipments in " "	957	"
Total stocks Feb. 1	3,957	"

Buyers' stocks, 350 hhds; Sellers stocks, 3,607 hhds.

Receipts this week, 840 hhd; offerings on the breaks, 9 hhds; sales, 53 hhds.

Warehouses have now accumulated a fair stock of the new crop and are now ready to open the market for same. The stocks of old tobacco are now reduced to about 20 hhds. of old leaf.

The loose tobacco market continues firm at full prices, with perhaps less than one-fourth of the crop yet to be sold.

QUOTATIONS:

Low Lugs	$4.25 to $4.50
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5 75 to 6.50
Common Leaf	6.75 to 7.25
Medium Leaf	7.50 to 8 50

HOPKINSVILLE, KY.

M. D. Boales.

Continued activity prevails at advancing prices for loose tobaccos, especially on Lugs and Common Leaf; in fact, there are new prizing houses opening to put up on order, showing extra demand, but on a private system several dealers have sold as a whole their entire output, and others all their Lugs and Common Leaf, all of which will go out direct from factories. The bulk of the crop has been sold, and 60 to 70 per cent. delivered. The breaks are small; in fact, only trial lots to feel market. In the absence of orders, no values yet made. Looks as if it was a good time to buy hogshead tobacco. The old is gradually slipping out at 7 to 9½c for the long old Leaf of Medium and Good quality. 1 quote:

New Lugs—Common, 4½c to 4¾c; Medium, 4¾ to 5¼c; Good, 5¼ to 6c.

Leaf—Common, 5½c to 6c; Medium, 6 to 7c; Good, 7 to 8c.

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

Superior OHIO Tobaccos

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. JOHNS,

Office:---McSherrystown, Adams Co., Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
H. S. SPRINGER, Mgr.

CHICAGO, 56 5TH AVE.
J. N. WIDDIFIELD, Mgr.

SAN FRANCISCO, 320 SANSOME ST.
L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.



Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

Notice to the Trade.
ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also The Best Goods Under the Sun, because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous
UNION BUTTS GOOD STUFF
Trade-Mark.
If you sell PLAIN SCRAP GOODS, we are the leaders, and it Will pay You to Look Us Up.
Taylor Bros. Tobacco Co.
READING, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

MORE FLORODORA WINNERS

The following named 195 persons won the cash prizes set opposite their names in the recent estimating contest on the output of $3 tax paid cigars in December, 1902, recently conducted by Florodora Tag Company:

$250.00 Award.

Goldberg, S	Salem, Mass
Raymond, Geo L	Rochester, N Y
Maus, J M	Atkins, Ark
Pach, M V	Red Bank, N J
Leseure, Frank	Danville, Ill
Seidenberg, R J	Buffalo, N Y
Bean, B F	Clinton, Maine
Marchant, J P	Somerville, Mass
Muller, Frederick	Brooklyn, N Y
Steadman, H L	North East, Pa
Bruner, Jas M	Omaha, Neb
Meegan, M J	Richmond, Ind
Bicknell, H B	Leominster, Mass
Murphy, Peter F	Philadelphia, Pa
Shepherd, Wm F	Philadelphia, Pa
Newland, F G	Wilmette, Ill
McAtee, T A	Steeleville, Ill
Thorwart, Henry	Chicago, Ill
Reese, L D	Denver, Colo
Della Bros	Newport News, Va

$100.00 Award.

Hunt, C C	Boston, Mass
Layton & Neilson	Concordia, Kan
Johnson, Albin	Kearney, Neb
Nuckolls Drug Co	Hillsville, Va
Shaffey, H B	Annville, Pa
Dewey, A W	Gouverneur, N Y
Killeen, Louis W	Schenectady, N Y
Dahler, Henry	Washington, D C
Scales, Robert H	Elmo, Va
Ball, Jesse G	Raleigh, N C
Murray, W J	Allegheny, Pa
Basch, Joseph	Columbus, Ohio
Ericksen, Chas	Anoka, Minn
Engelman, V T	St. Paul, Minn
Netz, W T	Louisville, Colo
Dow, A A	Toledo, Ohio
Saville, J Freeman	Somerville, Mass
Travers, G L	Watertown, N Y
Ahern, E G	Chicago, Ill
Haag, Julius A	Indianapolis, Ind
Lockewood, C A	Atchison, Kan
Kiefer, George C	Cincinnati, Ohio
Lunsford, H C	Monterey, Va
Henderson, W F	New York, N Y
Kelso, C Z	Lawrence, Kan

$50.00 Award.

Finsthwait, D E	Wilkinsburg, Pa
Dedrich, G A	Weston, Ohio
Aurelius, E C	Chicago, Ill
Northrop, Chas J	Slaterville Springs, N Y
Freedman, M	Chicago, Ill
Peterson, S E	Atwater, Minn
Durham, T L	Asheville, N C
Greene, Maud E	South Portland, Maine
Ahern, E G	Chicago, Ill
Kaufman, B	New York, N Y
Laurence, J A	Mansdale, Pa
Brangan, Sam	Toledo, Ohio
Dunton, Harry W	Bath, Maine
Dahler, Henry	Washington, D C
Etoch, Fred	Helena, Ark
Grotta, J & F	New York, N Y
Imperial Cigar Co	Scranton, Pa
Pollock, Jos R	Dixon, Ill
Lester, G E	Hoopeston, Ill
Anspach, W W	Milton, Pa
Eckhoff, John F	Augusta, Ga
Taub, Max	Houston, Texas
Crawford, J R	East Richmond, Va
Rush, Charles N	Butler, Pa
Haas, Chas F	Chicago, Ill
Enyart, M C	Fulton, Ind
Stingley, J E	Elyria, Neb
Gibson, C L	Knoxville, Tenn
Attschul, J I	Little Rock, Ark
Rosenrock, A C	Brook, Ind
Bowers, J E	Scotland Neck, N C
Mowen, I	Columbiana, Ohio
Finney, John E	Savannah, Ga
Clinton, Frank J	Providence, R I
Hill, Wilmer	Coney Island, N Y
Braman, M F	Central Bridge, N Y
Thornton, R	New York, N Y
Harrison, J C	Washington, D C
Chapman, W B	Whittlesey, Ohio
Wiley, J L	Greenville, Pa
Rottmann, L N	Terre Haute, Pa
Harrison, L	Dyersburg, Tenn
Anderson, C F	Watertown, S D
Stenger, Al	Cincinnati, Ohio
Becker, E C	Galion, Ohio
Marchant, J P	Somerville, Mass
Mulkins, A R	Edinburg, Ind
Shoemaker, Chas H	Springfield, Ohio
Schlesinger, M	Worcester, Mass

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LeChien, F T	Matthews, Ind
Heyssel Tony	Jamestown, Mo
Fitzgerald, P J	Boston, Mass
Horner, Ben	Tama, Iowa
Birkhold, Jno M	Rosewood, Ohio
Davis, Andrew	Denver, Colo
Chandler, C D	Siloam Springs, Ark
Stompf, J A	St. Louis, Mo
Ryan, E J	Dubuque, Iowa
Brown, Noah	Jackson, N C
Lawing, J A	Charlotte, N C
Converse, Mrs. Mabelle G	Malden, Mass
Stevenson, E L	Jacksonville, Fla
VanHarlingen, Jno H	Lebanon, Ohio
Pryor, Chas S	Atlantic City, N J
Dahler, Henry	Washington, D C
Benjamin, H L	Kansas City, Mo
Cole, E H	Gouverneur, N Y
Bangs, Walter J	W. Mineral, Kan
Power, C E	Murray, Ohio
Boehm, Wm J	Cincinnati, Ohio
Arak, Sam	Brooklyn, N Y
Seidenberg, R J	Buffalo, N Y
House, Guy	Granite City, Ill
Starkey, George	Brooklyn, N Y
Lufkin, D W	Winchendon, Mass
Stafford, I K	Altamont, N Y
Owen, Geo D	Onarga, Ill
Anderson, V L	Galesburg, Ill
Schaid, Ferdinand	St. Louis, Mo
Isaacson, I J	Denver, Colo
McKinney, E J	Farmington, Mo
Williams, Boschert	Chanute, Kan
Strauss, P W	New York, N Y
Wechsler, N	New York, N Y
Friess, W M	New Orleans, La
Henry, S M	Osceola, Mo
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Taub, Max	Houston, Texas
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Baier, Chas G	Detroit, Mich
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Ahern, E G	Chicago, Ill
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Millett, R L	West Minot, Maine
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Boillin, Jos A	Clarksville, Tenn
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Schmitt, Gus	Chenoa, Ill
Wallace, Geo B	Westfield, N J
Sheerer, Leroy C	Tenants Harbor, Maine
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Ahern, E G	Chicago, Ill
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Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

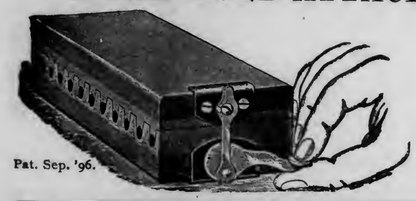
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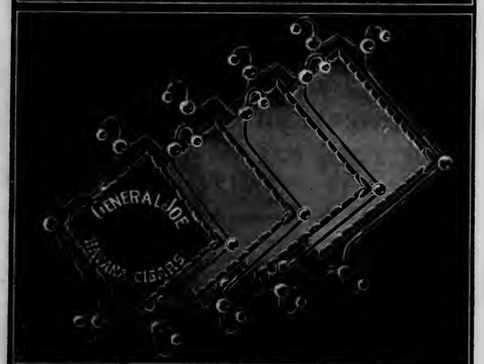
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Stratton, A S	Madison, Ohio
Phillip, A	New York, N Y
Gregg & Gregg	Harrisburg, Ill
Clint, Lizzie	Donnybrook, N D
Grosse, H	Maywood, Ill
Watts, A M	Rogersville, Mo
Klyman, Moses	Madisonville, Ky
Englander, J N	Tyler, Texas
Mueller, Stephen	Monett, Mo
Miller, E D	Port Gamble, Wash
Dorff, Wilma, Miss	Creston, Iowa
Pletcher, Fred	Pierceton, Ind
Thalheimer, Zach, New	Comerstown, Ohio
Roper, S C	Cleveland, Ohio
Tucker, J D	South Boston, Va
Cisto, Cliff	Princeton, Mo
Berlt, G W	Hinton, W. Va
Albertson, A M	West Union, Iowa
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Willis, B H	Augusta, Ga
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Weikert, H E	Hanover, Pa
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Widrig, Ed C	Newport, Ky
Winters, F H	Harvey, Kan
Kellersman, P	St. Louis, Mo
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$37.50 Award.

Arnold, S T	Morgan, Ga
Kreimberg, Charles	New York, N Y

BUSINESS CHANGES, FIRES, Etc.

Illinois.

Chicago—Adam Moog, cigar manufacturer, petition in bankruptcy.——Otto Werner, cigars, sold out.

Iowa.

Fairfield—Huston Cigar Co. (not inc.) manufacturers, sold out to L. N. Miller.

Maine.

Bath—Wm. R. Olys, cigars, chattel mortgage, $600.

Maryland.

Baltimore—John Kappler, of Kappler & Co., cigar manufacturers, dead.

Massachusetts.

Boston—Henry Locklin, tobacco and cigars, chattel mortgage, $1.00

Michigan.

Detroit—John J. Griffith, cigars and tobacco, purchase chattel mortgage, $585.——Frank J. Legge, cigars, etc., chattel mortgage $157, renewed.

Kalamazoo—Henry Fletter, cigar manufacturer, chattel mortgage, $250, discharged.

Minnesota.

Two Harbors John H. Killian, cigar manufacturer, bill of sale $500.

New Jersey.

Jersey City—Meyer Brown, cigars, etc., chattel mortgage, $200.

New York.

Yonkers—John Rohfls, cigars, bill of sale, consideration, $200.

Ohio.

Cincinnati—Philip Weisbrod & Son, leaf tobacco and cigar manufacturers, chattel mortgage, $1,000.

Oregon.

Hillsboro—A. B. Hoover, cigars, sold out to C. W. Garrison.

Pennsylvania.

Nazareth—Beck Bros., manufacturers and retail cigars, succeeded by Granville J. Beck, using same style.

Philadelphia—Goodman Bros. & Leon, retail cigars, dissolved; succeeded by Goodman & Leon.

Tennessee.

Bristol—Hyderpool & Cowan, cigar manufacturers, dissolved.

Vermont.

Bennington—Burns & Co., cigar manufacturers, succeeded by J. J. Burns.

Virginia.

Richmond—W. J. Yarborough & Sons, tobacco manufacturers, assigned and receiver appointed.

PATENTS RELATING to TOBACCO, Etc.

719,726 Match box, Gustav R. Bilz, New York city.

719,683 Tobacco pipe; Frederick H. A. Moehlenbrook, St. Louis, Mo.

719,889 Match lighter; John E. Sharpe, Oneida, N. Y.

719,920 Tobacco pipe; Edwin B. Watson, London, England.

719,546 Holder and cigar-shaper; Samuel S. Williamson, Philadelphia, Pa.

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Planet–Plain Tips. **Planet**–Cork Tips

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When it comes to New Ideas, We are just full of them.

Samples and prices cheerfully sent those who really mean to buy.

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"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.



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MANETO
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LIPSCHUTZ'S "44" Cigar
The Only Five Cent Cigar made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

Oblinger Bros. & Co.
Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
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FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
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HAVANA
CIGARS
T. J. Dunn & Co. Makers. Phila.

THE TOBACCO WORLD

ALWAYS SPARKLES

ESTABLISHED IN 1881 Vol. XXIII., No. 7.
PHILADELPHIA, FEBRUARY 18, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.



HAVANA LEAF TOBACCO.

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THE TOBACCO WORLD

WHY I AM A COLLECTOR OF TOBACCO CURIOS.

By BENNO NEUBERGER, of E. Rosenwald & Bro.

I have been a collector of curios of one kind or another ever since I can remember. When I was a boy in Bremen my fancy was all for birds' eggs, and the specimens I gathered then are still preserved there. But the first collection I ever made in the tobacco line was about twenty years ago when I got together samples of all the seed leaf tobaccos grown in the United States. This collection was exhibited at a great exposition held in Bremen and is still kept intact in one of the museums of that city. The collection of tobacco curios which is housed on the second floor of my firm's place of business at 145 Water street, New York, is, I believe, the only collection of its kind in existence. It is not as complete as I hope to have it some day, but that it is interesting I am sure, because I have received many requests to exhibit it to the general public. I have not yet been able to see my way to granting any of these requests. The time will doubtless come when such an exhibition will be especially fitting and then I shall no longer withhold my treasures from public inspection. If I did not consider my specimens, to each of which attaches some especial historial interest, as treasures, I should not go to the trouble and the no slight expense of collecting them, and this is the simplest and most direct answer I can make to the question why I am a collector of tobacco curios.

There is to me, besides, the same delight in seeing my collection grow to something like consecutive completeness that all collectors know. The man who collects engravings, or ceramics, or books, or what you will is familiar with the species of delight of which I speak. It is said that the gratification of the mania for collecting rarities is conducive to long life, because the process is a long one and carries on the man or woman addicted to it step by step, giving to each moment of his or her life a present as well as a pleasant interest. I am free to say that I hope to live long enough to verify the truth of this last remark.

America is not only the native home of tobacco, it is also the one land under the sun which is perennially and most intimately associated with the history of that plant which upon its introduction to Europe was very properly hailed as divine. It is delightful to remember that that very section of Manhattan Island which for the past fifty years and over has been known as the tobacco district, was a tobacco farm in Gov. Stuyvesant's day.

New York city from the very earliest times up to our own has been the centre of the tobacco industry of the world. During the lifetime of the original Lorillards their retail store was near the City Hall and the ruins of their snuff mill on the Bronx are to this day an attraction to landscape artists. More than one hundred years ago, in the days before '76, when Pearl street was Queen street and Maiden Lane a fashionable promenade, Water street was already dotted with retail cigar stores. Throughout the entire history of the city Water street is the one thoroughfare which has been longest associated with tobacco. Water street gave to New York the only Mayor who was a tobacco merchant. This was the late Andrew Hutchins Mickle, who was at the head of municipal affairs in New York from April, 1846, to April, 1847. He married the daughter of the famous George B. Miller, and the latter, a manufacturer of smoking tobacco, was almost a contemporary of the first Lorillard. There is scarcely a name that is well-known in the history of tobacco in the United States that did not, at one time or another, appear on a signboard in Water street. So that when you walk through Water street you literally draw in history with the breath that enters your nostrils. Fortune, I think, has been most kind to me in casting my lines in such an appropriate place, because I may justly claim that my collection of tobacco curios is located in the very centre of all that is most interesting in the history of tobacco in America.

For the convenience of its arrangement my collection, so far as it has gone, has been placed on the shelves of a series of oak cases with glass doors. It contains cigars and cigarettes from almost every part of the world. I have, for instance, some of the very first cigars wrapped with Sumatra that were ever manufactured. They were made in Holland, away back in 1863, for the then Sultan of Deli, and each cigar was wrapped in the finest grade of gold leaf. I have specimens of the cigars made in Havana for the Emperor William I. of Germany, for Bismarck, for the present King of England and for other European celebrities. I have cigarettes made in Spain that are no longer and not much thicker than an ordinary pin, and I have some giant fellows, made by Heinrich Strieck, of Bremen, which are about fifteen inches long and of about the thickness of a panetela. I have the first seedling of shade grown tobacco that was produced in Connecticut. I have bottles of snuff that go back toward the last days of the eighteenth century. I have books and pictures descriptive or illustrative of tobacco culture in every part of the world.

I mention these few details to indicate the scope of my collection. I could wish I had space to give the readers of The Tobacco World a complete catalogue of it. Since that is not possible I will conclude by saying that I shall be pleased to correspond with any member of the trade who may wish to assist me in adding to my treasures.

BENNO NEUBERGER.

—The British-American Co. will transfer its New Orleans rehandling plant to Louisville, and the two concerns will be consolidated under one management in that city.

—The British-American Tobacco Co. has bought out the large tobacco rehandling plant of W. S. Mathews & Sons, at Louisville, Ky. The consideration is said to have been close to $2,000,000.

TRUE TOBACCO ROMANCES.

VIII.—A Famous Visit That Never Took Place.

Tradition, which has been proved to be a liar in many other famous cases, also owes an apology for her unveracity to the late Henry Clay and the late Julian Alvarez. According to tradition Mr. Alvarez named his famous cigar, still the most famous in all the world, in Mr. Clay's honor upon the occasion of a visit made by Mr. Clay some time in the '40's to the factory of Mr. Alvarez in Havana. The truth is that Mr. Clay was never in Havana at any time in his life, any more than Henry the Fourth was ever in Tampa, yet each of them got a very famous obsequio, the one from Mr. Alvarez the other from Mr. Joe Diaz.

Julian Alvarez paid Mr. Clay two very great compliments: first, he named a very fine cigar in Mr. Clay's honor, and secondly, he took pains to keep that cigar up to its original standard. He named the cigar after Mr. Clay, not because Mr. Clay visited his factory, for that is not so, but because Mr. Clay was not only the foremost American statesman of his day, Daniel Webster alone excepted, but because he was also the first gentleman of his time in the United States. He had his little failings, of course; for instance, he liked to play poker, and he generally won, as his wife was in the habit of reminding those who found fault with his fondness for cards, but his manners were most polished, his life was spotlessly clean and he was altogether a delightful man.

Julian Alvarez, away off in the Havana which Mr. Clay never visited, did the greatest day's business of his whole career when he named his leading brand after Mr. Clay, because that statesman's name attached to the cigar was the very happiest advertisement the brand could possibly have had in America. The subsequent history of that brand, its enormous sales in the United States in the '50's and the spread of its fame throughout the rest of the world from that day down to this, have nothing to do with Mr. Clay. They are to be attributed most largely, if not entirely, to the undeviating excellence of the cigar and are a standing proof that those people are wrong who allege that it is impossible to make a cigar of uniform quality. Difficult it is, but not impossible, and if the history of the Henry Clay brand is not itself a romance, even the most prosaic mind will admit that many a man has indulged his romantic dreams while smoking a Henry Clay.

But is there any greater romance in the history of cigars than this very story of the Henry Clay? One associates with the hero of every romance the determination and ability to overcome any and every enemy. The hero meets and overcomes his open and his insidious foes. The open enemies of Julian Alvarez were the rival manufacturers of his day. He overcame them in the battle for business because he was one of the best business men of his time; the insidious foes he conquered were the same temptations which assail every other successful cigar manufacturer, those, namely, which whispered to him to employ cheaper tobaccos in the manufacture of his brand in order to increase his profit. He turned a deaf ear to these whisperings of the tempter and his sole concern throughout his entire career was not how cheaply he could manufacture, but how well.

In the lapse of years other manufacturers came to the front in Havana who were just as upright and just as successful as Mr. Alvarez, yet it is not invidious to say that of all the scores of thousands of brands of cigars manufactured in the world, the Henry Clay is to-day, as it has been for over fifty years, the best known of all.

THE RICE CIGAR AND TOBACCO MOISTENERS.

The proper handling and keeping of cigars, particularly of the better grades, and the restoration of dry cigars to their proper condition, has been a puzzle to the up-to-date cigar merchant for many years. Moist cigars only were, and are now, in demand. Dry ones are condemned and disposed of as jobs. For the observer of the evolution in cigar moistening devices it was curious to notice the change and slow progress made in this respect. At first sponges and other antediluvian devices were employed; later, a perforated pan was introduced by someone ignorant of the first principles of the action of moisture, to slide underneath cigars, and containing the felt absorbent which, after a little while, became slimy and the water in it poisonous. It remained for O. R. Rice, of New York, after a number of years of experimenting and hard labor, to work out a perfect and practicable moistener, which has been getting into general use, and is recommended by leading dealers as the only practical moistening device. The Rice Moistener was worked from the principle that moisture falls because it is heavier than air; that consequently a moistener sliding underneath cigars is ridiculous. The Rice Moisteners are, therefore, constructed to be placed over cigars and tobaccos, perforated side down, to allow the moisture to fall and distribute evenly. These moisteners contain a mineral absorbent which retains the water in a pure state, in fact clears and filters the same, so that the cigar smoker is in no danger of inhaling poisonous germs, and the cigars are in fact restored to their natural state as when leaving the cigar-maker's hands. Every smoker should prevail on his purveyor to install the Rice Moisteners in his cases, as no modern tobacconist can do without them.

—Citizens of Piqua, Ohio, are raising $4,000 to purchase a free site for a branch factory of the United States Cigar Company, which promises to start a cigar factory there.

—A bill has been introduced in the New York Legislature providing for the affixing of a tag bearing the words "tenement made" on all cigars and cigarettes made in tenement houses.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

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FLOR de D&T
DOHAN & TAITT, Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco VUELTA ARRIBA 107 Arch St. PHILADA.

Established 1825
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LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
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BENJ. LABE & SONS,
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Packers & Dealers in LEAF TOBACCO
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Importers of Sumatra and Havana
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Importer of
SUMATRA and HAVANA
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J. S. BATROFF,
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Broker in LEAF TOBACCO

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WHAT $1.00 WILL DO.



The subscription price to **The Tobacco World** has been reduced, and is now only $1.00 per year. It is the first and **only tobacco paper in the world, published weekly at One Dollar the year.**

Subscriptions are **payable invariably in advance,** and remittances may be made by bank check, post office money order, or in postage stamps. Foreign rates are $2.00 per annum.

The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.
2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.
3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.
4. **The Tobacco World** is always the first to give **the news.**
5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.
6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.
7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.
8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

Established 1881. Incorporated 1902.
THE TOBACCO WORLD
Conducted by
GEORGE A. SCHUTTE.
Published every Wednesday
By the
TOBACCO WORLD PUBLISHING COMPANY
224 Arch Street, Philadelphia.
JAY Y. KROUT, President and General Manager.
HENRY C. McMANUS, Secretary and Treasurer.

New York Offices:
The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:
The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.
Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

Subscriptions Payable in Advance.
One year, one dollar; six months, seventy-five cents; single copies, five cents.
In all countries of the postal union, $2 per year, postage prepaid.

Advertising Rates on Application.
Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.
Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, 224 Arch Street, Philadelphia, Pa.

...GIVE . THE . BABY . A . NAME...



REGISTER YOUR NEW BRANDS
WITH
THE TOBACCO WORLD.

Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure **The Tobacco World** for one year fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands"—fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

Name .....

Street and No. .....

City and State .....

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World
11 Burling Slip, New York.

TOBACCO EXTRACT SHEEP DIP.

Reading, Pa., Feb. 6, 1903.

Dear Medicine Man:

Kindly let us know what is meant by tobacco extract sheep dip, and how made.

A. THALHEIMER & SON.

ANSWER.

Sheep dip, made of tobacco steeped in water, is a common insecticide in use by sheep growers in Texas, Australia, South Africa and other parts of the world. That grade of tobacco known in the trade as Kentucky lugs is usually employed by those who manufacture this decoction for the farmers. About twenty pounds of tobacco are steeped or boiled in forty gallons of water and the sheep are dipped in this liquid to rid them of vermin. The firm of Anton Ankersmit & Co., of Bremen, Germany, is a large dealer in tobacco extract sheep dip.

***

HOW THEY CAME TO WIN.

I was present, through the courtesy of the Florodora Tag Company, at the count in Jersey City on Jan. 24, of the estimates of the output of $3 tax paid cigars of December, 1902, in response to its offer of cash prizes for those who could come nearest the figures. That night, before going to bed, I wrote to every one of the winners of the eighteen chief prizes giving him advance information as to the result. At the same time I invited each of them to give me a brief account of how he came to make his successful guess. Following are some of the answers I have received:

Alfred Meisel, retail butcher at 356 Ninth avenue, New York, guessed 547,926,784 and won $2,500. He says it was purely a case of good luck.

Peter F. Murphy, president of the Penn Tobacco Co., of Philadelphia, guessed 547,927,025 and won $1,000. Mr. Murphy also won one of the $250 prizes. Mr. Murphy is a large jobber in cigars and tobacco, and tells me he thought the production of cigars in December, 1902, would be very large because of the large amount of advertising done, yet he is modest enough to say that he considers his winning a matter more of good luck than good management.

Frank D. Pfeiffer, of Kenton, O., guessed 547,926,732 and won $1,000. Mr. Pfeiffer writes me, under date of Feb. 7: "I received yours of Jan. 24 but did not want to make any reply until I was certain of the money. Last night I received my check and I can now state how I came to make the winning guess. Being in a retail store, I was in contact with many tobacco men and having a large number of estimates to make I thought it worth while to exercise some care with them. Upon inquiry I found that most of the cigar manufacturers were greatly oversold and from this basis I judged the output of December, 1902, would be more than the output of that month in former years. For that reason I made my estimate high. That I came so close to the exact number was, of course, only luck. I thank you for the interest you took in advising me in advance."

F. H. Nichols, cashier of the Rockville National Bank, of Rockville, Ind., guessed 547,926,702, and won $1,000. He writes me, under date of Feb. 9, as follows: "Your kind favor of the 25th of January was duly received. I wish to thank you very much for notifying me of my good luck. You ask for a written account of how I came to make the winning guess. It was as follows: I called at Ott & West's drug store to get some of the Florodora Tag Co.'s blank forms, and the clerk, Mr. Ed. Alexander, suggested that when I made out my guesses I make one for 547,926,702. He and I both made a note of it, and several days after that, when I was making my guesses, I looked up the number he had suggested and put it down. That's the way it happened. I received the $1,000 check this morning, and also my copy of The Tobacco World. Mr. Alexander and I have divided the money equally."

D. Lehman, of Bridal Veil, Oregon, guessed 547,926,445 and won $500. He writes me under date of Feb. 4: "Yours of Jan. 25, just received and in reply would say that I am much pleased with the news that I have won a prize. As to how I came to make that estimate I can hardly tell. I started with the number of cigars made in May, 1902, and put in one or two and sometimes three guesses in each million where I thought I would be within striking distance of the right number."

Grace A. Treat, of Horseheads, N. Y., guessed 547,926,324 and won $500. She wrote me under date of Jan. 27, as follows:

"Your letter came to hand yesterday which, I may add, was a very agreeable surprise to me, as the guessing contest of the Florodora Tag Co. had passed entirely from my mind.

"The way I came to make any estimates at all was a recent purchase of five hundred Cubanola cigars which entitled me to twenty guesses and by cigar and tobacco tags eight more making twenty-eight trials in all.

"I looked over the statistics the Co. sent of the two foregoing Decembers and of the previous months of the year, and with paper and pencil figured about what I thought the increase would be, guessing more or less, and I might add quite a few were made at random.

"I was quite sure there would be an increased output of cigars as I noted all the cigarmakers that I knew of were at work.

"The guessing was strictly my own calculations. No information whatever was received on the subject.

"I sent in the chances merely for sport thinking that would be the last of it, never once dreaming that it would be the good luck of our Horsey town to receive one of the prizes."

T. C. Sublett, of Richmond, Va., guessed 547,926,302 and won $500. He writes me also under date of Jan. 27, as follows: "I appreciate very much the advance information, so kindly sent me. Do I understand that my guess of 547,926,302 entitles me to $500? It must be $5. I don't think I can be so lucky as to get $500 out of it. You ask for a little account of how I came to make a winning guess. Well, it is this: I had some Cubanola bands, counted them out, and sent them in with 58 guesses, all of them were in the 527 millions except about four or five which were scattered above these numbers, and one of these scattered ones was 547,926,302. This is really all that there is to it."

Dean T. Bush, Ironton, O., guessed 547,926,543. and won $500. Mr. Bush writes me as follows: "I owe you an apology. When I received your letter some time ago, I was not acquainted with The Medicine Man, nor who he was. I supposed then that probably it was some friend playing a little joke, knowing that I was one of the many contestants. Since then I have learned that The Medicine Man is a man of his word, and one whose veracity cannot be questioned. Accordingly, I ask your pardon for not being more prompt in replying, and I thank you for giving me the good news in advance. I assure you that if ever in the future I receive a letter from The Medicine Man he will not have to wait long for an answer. As to how I made my lucky estimate, I will say that it was guess-work, pure and simple. True, I was guided to some extent by the statistics on the blank on which we sent in our guesses; otherwise it was nothing more than guess-work on my part. I received a check for $500 from the Florodora Tag Co. on Feb. 7. This is the first prize I ever drew."

It is a noticeable fact that most of the winners of the larger prizes are people who deal in cigars and tobacco, and I may add that most of them are Tobacco World subscribers.

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IF IN DOUBT, WRITE KRAUSSMAN

***

INTERSTATE AND ROBINSON CRUSOE CIGARS.

In response to a correspondent in Buffalo, I publish this: The following conversation is said to have occurred on the floor of the House of Representatives in the fifty-first Congress and is given on the responsibility of Isaac R. Hill. The talk took place between Major McKinley and Major Martin, of Texas, both being inveterate smokers.

Major Martin—Major McKinley, you ought not to smoke those interstate cigars.

Major McKinley—What do you mean by interstate cigars?

Major Martin—Why, I mean cigars that, when smoked in one state, can be smelled in all the other states.

Major McKinley—And you, Major Martin, should not smoke those Robinson Crusoe cigars of yours.

Major Martin—What do you mean by Robinson Crusoe cigars?

Major McKinley—Why, castaways, of course.

THE STORY OF "LA CIVETTE."

The death, some years ago, of the Duchesse de Sesto, a noble dame of Spain, was of more interest to Paris tobacconists than the bare announcement of her decease would lead one to suppose. Her first husband was the Duc de Morny, President of the Corps Legislatif under Napoleon III. When the Duke died the Emperor bestowed upon his widow the tobacco shop known as the "Civette," which was then by far the most important tobacco shop in Paris. This meant an income for her of £1,600 sterling per annum. Some years later the Duchesse de Morny married the Duke de Sesto, a grandee of Spain, and thus acquired Spanish nationality. She nevertheless continued to derive her income of 40,000 francs from "La Civette."

After a time this state of things was looked upon in the Chamber of Deputies as a great abuse and several questions in Parliament were announced. An inquiry was made, with the result that the privilege of the Duchesse de Sesto was withdrawn. The decision was come to while Marshal MacMahon was President of the French Republic. After this "La Civette" was divided into shares and the profits of the business go in proportionate sums to the holders of the shares, these being supposed to be people who have deserved well of the state and who are in a state of poverty. Such is in brief the history of the ancient and well-known tobacco shop on the Place du Theatre-Francais, much frequented by English visitors to Paris, for it is there that can be obtained all the varieties of foreign tobacco which the regie allows to penetrate into France.

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THE DUKE OF SUSSEX'S STOLEN SNUFF BOX.

At a recent auction sale in London, a valuable snuff box was mysteriously lost. A correspondent is reminded by the occurrence of a story that was current two generations ago, the Duke of Sussex being the hero. He had presided one evening over a dinner of virtuosi, and a distinguished diplomatist among the company produced a snuff box set in precious stones, the gift of a crowned head to one of his ancestors.

The precious souvenir was handed round for everyone to examine, whilst the conversation went merrily on. Presently the owner said to his next neighbor, "Kindly pass me my snuff box." The inquiry went round the table, but nobody knew what had become of the article. A thorough search of the room and of the servants failed to reveal any trace of it, and the party broke up in general gloom.

Some months after the Duke had occasion to don once more the particular uniform worn on this occasion, and putting his hand into one of the pockets, felt a bulky substance, and drew out the missing box. "You rascal," he said to his body-servant, "you must have noticed it when you put away the coat." "Yes, your Royal Highness," was the reply; "I noticed it, and, indeed, I saw your Royal Highness put the box in your pocket." "And you never mentioned it!" "Certainly not. I hope I know my duty to your Royal Highness better than that."

THE MEDICINE MAN

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE WIS. STORAGE CAPACITY 10,000 CASES
Reading, Pa.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

A Popular Leader for Many Years.



MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

Leberstein Bros. Makers of La Volga 5-cent cigar 434 Race Street, Philada.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

Advertising Suggestions.

DISPLAY window advertising by the retailer should be followed up by other forms of publicity. It is generally conceded that the public is more quickly reached via "printers' ink" than in any other way. A small advertisement, effectively displayed in a good medium, is pretty sure to make "millions think." Retailers may derive some benefit from reading the following advertising suggestions:

A retail tobacconist cannot be too careful in the selection of his advertising mediums. Many a dealer has been led to the conclusion that advertising does not pay, simply because his particular method was bringing him no visible results. In nine cases out of ten it will be found that he has been advertising in such a way that no results could possibly be expected.

Advertising is of no use whatever unless it is done regularly, and the merchant who places his advertising at random is practically throwing away his money.

There are very few lines of business in which good advertising cannot be used to advantage, and the cigar business certainly is not one of them. But it must be good advertising, and it must be carefully and judiciously placed, or it is absolutely worthless.

Every advertising scheme that is presented should be thoroughly investigated, and no contract should be signed until you know just who is behind the venture and are satisfied that your ad will reach a goodly number of the class of people who are most likely to patronize your business. In a town where there are several newspapers your own judgment will have to come into play in selecting the right one. By no means overlook your trade journal.

Do not let your advertising fluctuate from one medium to another. Keep pounding away regularly and incessantly, and do not become discouraged if you do not see the results of your efforts immediately. It is seldom that a customer is gained by one advertisement. But the average man, who sees your advertisement day after day, provided it is a good one and frequently changed, will not be able to resist its persuasion.

If unable to write or design an effective advertisement, employ someone who can. It will be money well expended.

* * *

"Observer's" Display Window Criticisms

I have been noticing some of the Philadelphia retail cigar dealers' display windows in my rambles about the Quaker City. Some of the displays are good; some better; some worse, and some scarcely worth mentioning at all.

John Middleton, at 210 Walnut street, makes a display of pipes of his own make, cigars, manufactured goods and fancy articles that is worthy of commendation. The pipes are attractively arranged about a neat gilt show card and below them and in other parts of the window are cigars, tobaccos and smokers' materials. The Indian, skull and devils' heads look quite ghastly—in the show window—but would look all right and be in proper style decorating a smoking room. Mr. Middleton's tersely worded show card, "Rummage at Rubbish Prices," is quite to the point.

The large show window of the United Cigar Stores Company at 820 Chestnut street has been attracting its share of attention. From my viewpoint, however, the window is over dressed: that is, there is on display nearly everything the store has for sale with the result that no particular class or grade of goods impresses itself with a selling effect upon one's mind. I note, also, that almost every price tag has on it the words "cut to." The Hoffman House cigars, one price tag informed me, were "cut to 4 for 25 cents." Another tag informed me that the Captain Marryat has been "cut to 3 for 25 cents." All of which led me to wonder if the expected "cut price war" has been opened.

On their Market street side Gimbel Bros. have on display a neat show case of cigars and among the brands exhibited I note the Hoffman House Bouquet which they offer at $3 per box of 50. Gimbel Bros., if I mistake not, is the only large department store in Philadelphia handling cigars and as a matter of fact many retailers and manufacturers have been watching the firm's action in this respect pretty closely. It is safe to say however, that the firm is handling the goods for a legitimate profit; no price cutting is being done and the cigars are handled more to accommodate patrons than for any other reason.

The genial dealer near the public square and Walnut street, it seems to me, is missing a good thing when he allows his large west show window to be hidden from view by a street candy and banana stand. Who knows, though? Perhaps the income from rent amounts to more than the value of the display window as an advertising medium to exploit the value and quality of the dealer's cigars.

Gustav Hoch & Sons have a window on North Ninth street which attracts by reason of its array of cigars and tobaccos as well as the cut prices at which they are offered. Cannon cigarettes, made by the American Tobacco Co., are offered at 3 cents the package of ten; three packages for 5 cents. First Cabin cut plug is also offered for 3 cents the package. First Cabin is made by the Harry Weissinger Tobacco Co., of Louisville, Ky., recently bought out by the American Tobacco Co.

In addition to a neat display of cigars, C. L. Parke has a sign in his Arch street cigar store which has probably warmed the hearts of many smokers and incidentally brought Mr. Parke a good many customers. "You are welcome to a light" says the sign—and you are as you will readily find out upon entering the store. The sign has a hearty ring about it which pleases smokers. OBSERVER.

The Original Chain of Stores

The chain of stores idea as exemplified in the retail cigar business originated in Berlin, Germany, about twenty years ago and Loeser & Wolf, the firm which began this unique method of doing business, has not only prospered but its example has been followed in Germany, Great Britain and now in the United States. Unlike its British and American imitators, the firm of Loeser & Wolf does not cut prices. It operates in the city of Berlin something like 200 retail stores; the only cigars sold in those establishments which are not made by the manufacturing end of the concern are the imported ones.

Germany is the home of the good cheap cigar. The German manufacturer does not groan under a heavy tariff on imported tobacco and he utilizes in his product not only the seed leaf of the United States, the Havana of Cuba and the Sumatra of the East Indies, but also the tobaccos of Mexico, Brazil, Borneo, Java and many other places, some of which are altogether unknown to the manufacturers of the United States. It is proudly said by the Germans and admitted by others who are in the habit of visiting Germany, that the domestic German cigar which retails at two cents is a better article of merchandise than the best five cent cigar America can produce. Every retail cigar salesman who has at heart a reduction in the present tariff on imported tobaccos can assist the cause by dinning this little argument into the ears of his customers.

* * *

"Did You See Essie?"

This is the latest slang in New York. It originated on a recent windy day with a gang of men who were huddled together in one of the doorways of the United Cigar Stores Company's place of business in the Flatiron building. One of the men simply made the question out of the initials of the company: Did U. C. S. C.?

* * *

Make Haste Sensibly

Editor The Tobacco World:

Here is something I offer for the retailers' department with my opinion thereon.

For one I am weary of reading such so-called advice as the following, which I clip from a trade paper:

Get up "steam" in your business; keep it going; keep it moving; be alive; be awake; keep abreast of the times; have the latest; show it; talk it; sell it; be in the front of the procession, and not at the rear. Eternal hustle is the price of success.

Physicians understand what literally following such advice leads to. And superintendents of insane asylums, rest cures and sanitariums know that such advice, duly followed, provides them with a large number of their patients and, incidentally, bread and butter.

For one I enter a protest against this modern tendency of going commercially mad. It is too much of a grave-filling race and productive of more harm than good.

It seems to me that such advice as the foregoing should be tempered with common sense. To my mind good health is far better than riches. Have "push" and "get up"—but take proper exercise and proper time to eat meals; "keep moving"—but remember that the wife and children at home can be happy with many other things besides dollars; "be in the front"—but drop back when tired nature protests and you'll have your health, even if some other human mimic of a steam engine gets ahead of you a few pennies—and heart disease; "Eternal hustle" may be "the price of success"—but don't let the marble-cutter chisel your success on a headstone before you have reached a sensible old age.

Lazy men, of course, will not read this: They should read the "get up steam" clipping only. CONSERVATIVE RETAILER

* * *

Hints for Show Cards

Smoke one and we are sure of a box sale.

Odds and ends at bottom prices.

A cigar light free—you're welcome.

Cigar skeptics miss many good things. Try the ——.

These cigars are like the bread that mother used to make—very good.

Premium with these cigars: Their excellent flavor.

Quality of our goods is selling them.

* * *

Brooklyn Independents' Strong Ally.

At the meeting of the independent cigar retailers of Brooklyn, N. Y., on the evening of Feb. 9 a letter was read from Abraham & Straus, the biggest department store in the city, pledging their support and co-operation in the common cause.

* * *

A Martha Washington Snuff Box Brings $40

An interesting relic was sold at the auction of the David C. Lyall collection in New York on Feb. 11. It brought a price which seemed to indicate that those who covet Americana did not come out on a rainy day. It was a snuff box inlaid in many woods and containing a lock of Martha Washington's hair. It sold for $40. Its history, as related by the compilers of the Lyall catalogue, says that it was presented by Martha Washington to Mrs. James Marshall, by her to Mrs. Susan Ambler, from whom it was obtained by E. Kretzmar of Philadelphia, who gave it to Mr. Fales, from whose collection Mr. Lyall bought it.

* * *

—B. Becker has opened a cigar factory at Shawneetown, Ill.

—Charles A. Bail has purchased the cigar factory of C. F. Jaesserick at Hillsdale, Mich.

—Frank Needham, of Toledo, O., has purchased a corn cob pipe manufactory in that city and will enlarge the business.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

The Havana Market Improves.

Increased Sales of Tobacco—Prospects of the 1903 Crop—Arrivals and Departures—Trade Notes, Etc.

HAVANA, February 7, 1903.

The movement in the Havana market during the week ending February 7th shows a decided improvement in the number of transactions made, which is due to the willingness displayed by the holders of tobacco to meet the views of the buyers in town. Remedios tobacco has had the chief call and old and new goods changed hands to the tune of 8000 bales in round numbers at the current low figures for this staple article. Although the outlook for the new crop does not promise a large quantity, and with no excessive stock on hand a stiff market should have been ruling, considering the actual state of affairs, it seems that the dealers have become tired of carrying indefinitely the holdings of the 1901 crop as well as of last year, and for this reason most of them have preferred to sell now rather than to carry over their stock for another season. On the other hand the buyers themselves have openly stated that they would have preferred to make better bids if the market situation in the North had been otherwise, but as they can only do business on a very slight margin themselves, they were compelled to either try and obtain the goods at their figures or do without tobacco from Cuba. It appears that the late war between the United States and Spain has hurt the Remedios growers more than the other sections of the island of Cuba. It has partly supplanted its use North through the crop from Porto Rico, and that perhaps now if the duties upon tobacco from the Philippine Islands should be cut down to one quarter of the Dingley rates that another competitor for Remedios will enter the field and perhaps still further reduce the use of Remedios tobacco unless it could be bought at very low rates.

Vuelta Abajo and Partido tobacco, owing to their finer aroma and wrapping qualities, have no rival to fear, as so far it has been impossible to produce anywhere any tobacco to equal these, notwithstanding all the trials made here or elsewhere in the whole world. Therefore, the prices for these classes only depend upon the more or less abundance of the yearly crop. Up to now the supply has not been able to meet the demand for the choicer grades and as a natural consequence prices have ruled higher. Ordinary classes are still to be had, however, and while holders ask high figures for them, it is posisble they may have to make concessions, particularly if the 1903 crop should be abundant and of a better quality than the previous one.

The total number of bales foot up close to 1000 bales, of which, after deducting 8000 bales of Remedios, 1500 were from Vuelta Abajo and 300 bales of Partido fillers with a small sprinkling of wrappers. The United States market took 8000 bales of various kinds; Europe (principally Spain), 1000, and Havana cigar and cigarette manufacturers, 8000.

1903 Crop.—As to quantity most of the reports from the country speak favorably excepting only the Remedios district; still, whether the quality will also be fine is beyond telling as yet. Undoubtedly there will be fine, medium and inferior tobacco, such as Cuba produces every year, only the proportion is still in doubt and anybody who pretends to state facts at this stage is simply guessing at an unsolved conundrum. He may be right or he may be wrong, just as our weather forecasters are when theyp redicted cooler weather towards the end of the week just passed and which prediction has not been realized. The temperature is considerably higher this winter, at least so the majority of our residents and the transient guests are unanimous in declaring.

The shade grown tobacco promises an extraordinary yield in fine wrappers and Don Adolfo Moeller is said to have placed $200,000 of fire insurance upon tobacco cut by him and now curing in his drying sheds, thus indicating the magnitude of his enterprise. There is enough tobacco in the fields to increase its total value by from 50 to 100 per cent., provided the weather conditions continue favorable.

Buyers from the North who arrived this week comprise: John A. Kolb and John B. Creagh, of the Theobald & Oppenheimer Co., Philadelphia and Tampa; A. Blumenstill, of Levi, Blumenstill & Co., New York; Wm. H. Yocum, of Yocum Bros., Reading, Pa.; L. A. Lincoln, of P. Pohalski & Co., Key West and New York; Avelino Pazos, of A. Pazos & Co., New York, and Jose Santalla & Co., Havana; H. Rosenberg, of Philadelphia; M. F. Schneider, of M. F. Schneider, New York; M. Levison, of I. Bernheim & Sons, New York and Havana; Andres Calero, of Philadelphia.

Some of the buyers who came here last week and this have just run over from winter resorts, like Palm Beach, etc., to spend a few days with us, and incidentally to make their expenses by purchasing a few negas of tobacco, if suited to their wants as regards prices and qualities.

Departures include the following gentlemen: Alfred Ettlinger, of E. Hoffman & Sons, New York; J. M. Landfield, of Landfield Bros & Co., New York; Mortimer Falk, of S. Falk & Sons, New York and Key West; A. Gnedalia, of Gnedalia & Co., New York; O. Reinach, president of the Fernandez Hnos Co., New York; John A. Kolb, of the Theobald & Oppenheimer Co., Philadelphia; Sigmund Rothschild, of Rothschild & Bro., New York and Havana; John B. Fielding, of Rothschild & Bro., New York and Havana, and Chas. B. Cameron, of the Waldorf-Astoria Cigar Co., New York.

The cigar factories in Havana are tolerably busy, considering that the rush of orders has abated, and that from now on until the new tobacco is fit to work there is always a falling off in trade. Factories like H. Upmann & Co., Vinda de Jose Gener, Ramon Allones, Romeo y Julieta, Sol y Luis Marx, Flor de Partagas, High Life, Punch and others are all working with full hands, and besides having orders on hand are receiving fresh ones by every mail.

Doings of Havana houses during the week ending February 7:

Manuel Mendez Parra sold and shipped 2500 bales of Remedios, mostly old goods.

The Loeb-Nunez Havana Co. had a busuey week likewise in turning over 2200 bales of Remedios, first and second Capadurus, also including a couple of hundred bales of Partido. Leopold Loeb, the genial president of this company, came, accompanied by his son; the latter will remain here a few months to learn the mode of conducting business at this end of the line so as to be able to talk understandingly to the nu-

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog,

Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
JORGE, P. CASTANEDA & CO.
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 110, *HAVANA*

E. A. KRAUSSMAN,
170 Water Street, NEW YORK
Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. Habana.

Bridat, Mont Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually *Cuts* the Leaf *without Streaking* it, and affords the operator a *Full Swing of the Arm* over its smooth rigged surface to *Roll* the cigar with the *Full Palm of the Hand.*

Write for circular.

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

numerous customers of this pushing concern in Philadelphia, as well as in other parts of the Union.

Rothschild & Bro. purchased some 1500 odd bales of Remedios and Vuelta Abajo in the country.

Antonio Suarez sold 800 bales of Remedios first and second Capaduras.

Leonard Friedman & Co. secured 1500 bales of Remedios and Santa Clara tobacco in the country through Dan Jose Vega, and Lewis Cantor sold 200 bales of Remedios in this market.

Luis Muniz & Hn. turned over 800 bales of their packings of Remedios.

Sol Hamburger is actively at work purchasing Vueltas, Remedios and Partidos, and must have picked up already between 500 and 600 bales.

Rabell, Costa & Co. sold and shipped 600 bales of their fine holdings of Vuelta Abajo tobacco.

Leslie Pantin acquired some 500 odd bales for his customers.

Bruno Diaz & Co., who had several small lots of Partido wrapper bales left over, had no trouble is disposing of them this week.

J. F. Rocha sold 500 bales of Vuelta Abajo and Remedios tobacco.

Jose Menendez turned over 300 bales of Remedios, first and second capaduras.

G. Salomon & Bro. likewise were sellers of 350 bales of Remedios, Vuelta Abajo, including some bales of their fine Partido Escojidas.

Sanchez y Cueto disposed of 150 bales of Vuelta Abajo, a fine factory vega.

Receipts of tobacco from the country for week ending February 7:

646	Bales Vuelta Abajo
29	Bales Semi Vuelta
51	Bales Partido
2,524	Bales Santa Clara and Remedios
Total 3,250	Bales
Since January 1, 1903:	
4,322	Bales
30	Bales
342	Bales
8,420	Bales
Total 13,114	Bales

H. Duys & Co's. Sumatra Map.

H. Duys & Co., of 170 Water street, New York, branch of the Amsterdamsche Tabakshandel Maatschappij, are presenting to their friends in the United States a new and very carefully drafted map of the east coast of Sumatra. It is accompanied by a list of the Sumatra tobacco plantations, and the name of the concessionary of each of them.

The map is a very handsome wall ornament.

Max Gans' Silver Wedding.

Mr. and Mrs. Max Gans celebrated their twenty-fifth wedding anniversary at Victoria Hall in East 54th street, New York, on the evening of February 10th.

Mr. Gans is the senior member of the well known leaf firm of Max Gans & Son, 197 Water street.

Lincoln, St. Valentine and G. W.

Three holidays in the shortest month of the year should have meant a little extra business for the retailers. St. Valentine's day is, of course, not a legal holiday as are Lincoln's birthday and Washington's birthday, yet if all the boys have been as successful this year in turning St. Valentine's day to advantage as were a certain one of their brothers in Brooklyn, they may well regard February 14 as of equal importance with February 12 and February 22. This retailer decorated his show windows and the interior of his store with hearts of paper each pierced with a cigar. He said last Sunday that his total sales to ladies who bought boxes of cigars to send to their true valentines tolled up just $363.

Removal Notice

Harvey D. Narrigan & Co.
Jobbers in
Cigars, Cigarettes, Tobacco and Snuff,
Have Removed to
116
North Sixth St.
Blue Front *Above Arch*
PHILADELPHIA
Keystone and Bell Telephones.
Don't Forget the Number,
116 North Sixth Street

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor.
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

A. K. MANN,
Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish. Ohio Seed Leaf. Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

THE BEST GUESSER IN AMERICA.



HENRY I. HENDERSON,
A Tobacco World Subscriber, Who Won $5,000 in the Florodora Tag Co.'s First Prize Offer.

Henry I. Henderson, of 822 F Street, N. W., Washington, D. C., is kind enough to give the Medicine Man the following account of his career, and of how he came to make the guess which carried off first money in the last Florodora Tag Company's prize contest:

Washington, D. C., Feb. 11, 1903.
Dear Medicine Man:

In response to your request for a sketch of my life and a short story as to how I came to guess the nearest number that won the first prize in the Floradora Tag Co's. contest, I take pleasure in giving you same as follows: I was born in Washington, D. C., February 4, 1881, and have lived here continuously. I was educated in the public schools of the city. It may be truly said that I was born in the tobacco business, and to write a sketch of my life one would only need to write a sketch of my father's business.

Inasmuch as all stories must have a beginning, I will make the beginning of the business the real starting point of this sketch. In 1861, just after the outbreak of the great rebellion, my father started a little store on Fifteenth street, Northwest, near what is now the Corcoran Building. The total floor space was ten feet by fifteen feet, and the stock that cost about $40 taxed its capacity, when the stove and counter were taken into consideration. The street being graded left the little store high and dry away up above the line of travel, and it became necessary to make a change. The store of Samuel Day being for sale, it was promptly purchased, and the business found itself at 1107 F street, N. W. This soon became too small, and it was found that it would be expedient to make another change, which was done, and the corner of Twelfth and F streets became the new home. Here, in more comfortable quarters, the business flourished to such an extent that it soon overflowed, and again the location was changed, this time to 705 Fifteenth street, the home of the store for seventeen years. Forging ahead with such rapid strides the business had taken rank with the foremost. But even this store was outgrown and still another, and the last change was made to 1432 New York avenue. This was the best move of all, for, in a single year, the business increased over 30 per cent. Six years ago the branch store at the corner of Ninth and F streets was bought, and while it is still in its infancy compared with the parent store, bids fair to be a most formidable rival. This completes the history of our stores to date, a history of forty-two years of success, so it will be seen that my twenty-two years of life have been spent in a business that started in a hole in the wall and now ranks second to none in the Capital city—a business that has had and will continue to have as its motto and secret of success, "Honest Dealing."

About three years ago, father associated with himself his three sons, R. Milton, Charles E., and myself, and his son-in-law, Francis E. Sibley. My active connection with the store began in 1896, as clerk. So I have lived in a tobacco atmosphere all my life and know pretty well trade conditions.

I began saving bands issued by the Florodora Tag Co. from the beginning and have secured many valuable premiums. At the time of the contest I had on hand 16,400 bands or 656 guesses. Knowing, as I said before, trade conditions I selected the number 464,609,703 as my lowest guess and took as a medium for increase every other 100,000. This brought my highest guess to 610,586,658. The number 547,926,864, or 26 cigars from the actual number, happened to be one of these and so the winning number and the $5,000.

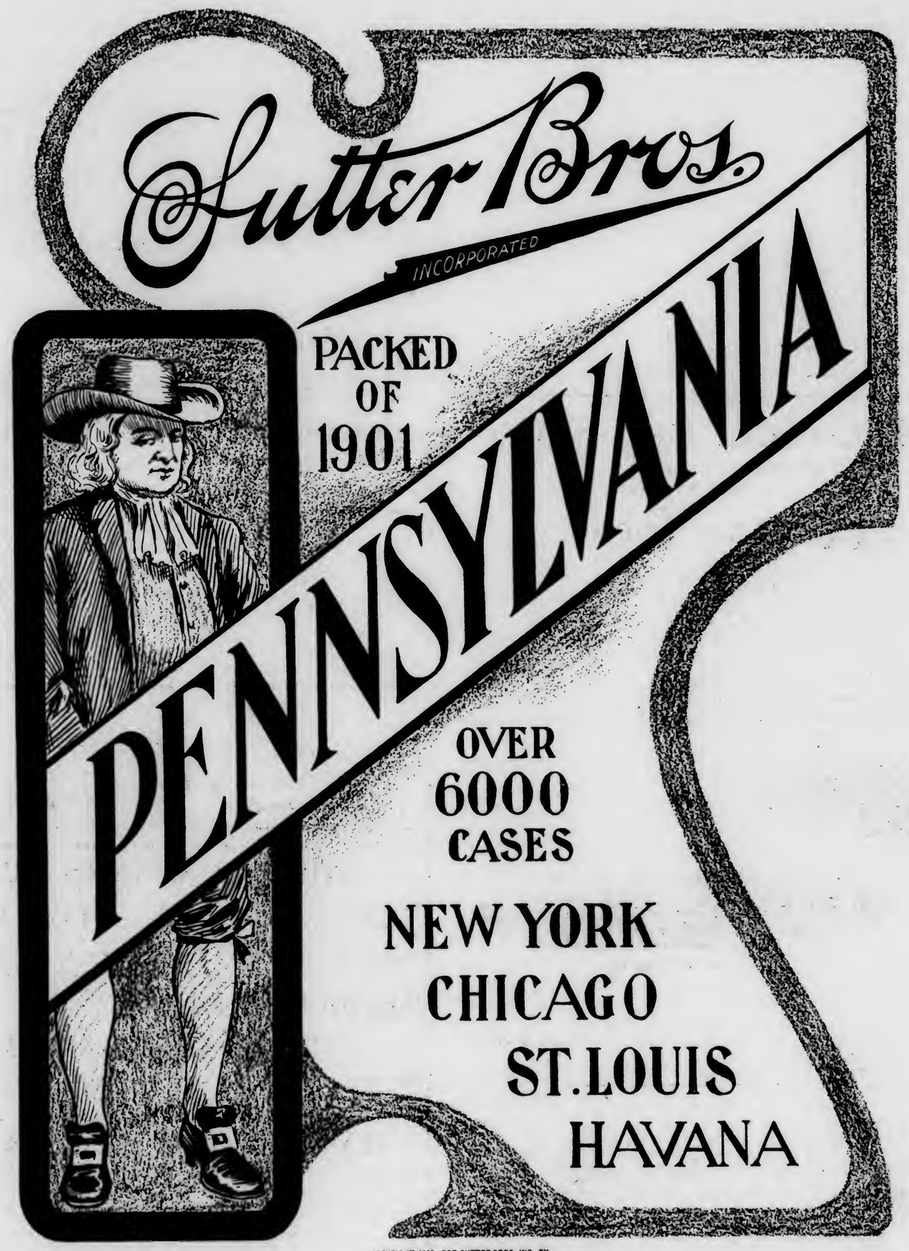
This I believe brings me to a point where I can say that I have fulfilled my promise.

You will find inclosed under separate cover my photograph as per request. My intimate friends say it is a good likeness. Yours sincerely,

HENRY I. HENDERSON.

The Medicine Man congratulates Mr. Henderson upon his good fortune, and directs the attention of the readers of the Tobacco World to a fact which Mr. Henderson's letter makes most clear, namely that this young prize winner's head is remarkably sound and clear. After reading his letter no one will wonder how he came to win.

—F. G. Gackenbach is arranging to start a co-operative cigar manufactory at Wichita, Kan.



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Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

F. & E. Cranz, Importers of *Sumatra Tobacco.* New York, 144 Maiden Lane. Amsterdam, Prasaal

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

Importers of
Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
1 L. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH NEW YORK

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*



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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of *LEAF TOBACCO*
Telephone 346 John. 150 Water Street, NEW YORK.

I. J. SCHOENER I. M. JACOBY


CABLE ADDRESS "TACHUELA"

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF **TOBACCO**
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

How to increase its membership was one of the subjects discussed at the regular bi-monthly meeting of the Brooklyn branch of the Retail Cigar Dealers' Association of Greater New York, at Arcanum Hall, on the evening of Lincoln's birthday. The leading speakers were Mr. Houtain and Mr. Lefkowitz. Mr. Houtain said that the Association should distribute literature explaining the aims of the Association, and Mr. Lefkowitz urged that monthly circulars should be addressed to Brooklyn retailers who have not yet joined the Association. The circulars are to be different each month, but each of them is to emphasize the importance of the movement and the danger to the welfare of the independent small retailer from the aggressions of the trust.

Other speakers urged the necessity of securing the co-operation of organized labor and the consuming public. A committee of three is to be appointed to attend to these matters.

Robert E. Lane announced that there is a fair prospect that the measure now before Congress, prohibiting gift or premium or lottery schemes in connection with tobacco products, will pass, and President Schwager said that the fact was in itself evidence of the strength of the cause of the independent retailers. Petitions urging members of the House of Representatives to vote for the pending bill are said to be pouring into Washington. Mr. Lane said that the counsel of the American Tobacco Company has been in Washington recently, presumably for the purpose of killing the bill. Mr. Lane had no information as to what success the company's lawyer had met with.

A communication was received from the Joint Cigarmakers' and Packers' Union of Brooklyn, urging the members of the Association to handle union-made cigars exclusively.

Mr. Lane read and explained the charter of incorporation of the Retail Cigar Dealers' Association of New York, recently secured at Albany. Under its charter the Association is empowered to do any business save that of banking, and he raised a laugh by saying that the powers conferred upon the Association by its charter are so broad that it might even acquire and conduct the business of the American Tobacco Company.

Mr. Lane said that there is a prospect that two depots for the distribution of the tobacco products of independent manufacturers will soon be established in New York and one in Brooklyn, which would sell independent goods five per cent. cheaper than trust goods. This statement concluded Mr. Lane's address, which was loudly applauded.

Mr. Lefkowitz said it looked to him as if the present movement among the independent retailers of the United States would result in co-operative manufacturing.

In answer to a question, Mr. Lane said that the independent jobbing depots would give the preference to blue label goods. The matter had come up during the recent meeting in Chicago, and it had developed that most of the independent manufacturers of the United States employed union labor.

Chairman L. Schwager said that nine-tenths of them did so.

Mr. Lane said the independent jobbers would not handle cigars; only to baccos and cigarettes.

The question of co-operation with organized labor was temperately discussed. Mr. Lane reminded the Association that at the meeting in Chicago, George W. Perkins, President of the Cigarmakers' International Union, had come out in a public statement, which was published in The Tobacco World several weeks ago, denying that the Union had any connection with the Retailers' Association. Mr. Lane counseled caution, on the ground that if the Association were to accept present offers from local unions it might bind itself to conditions that afterward might become irksome.

On motion of Mr. Hilckenbach, it was unanimously resolved that it was the sense of the meeting that all members should assist the sale of union made goods to the utmost of their power.

***

The article on the evils alleged to exist in certain cigar factories in this city which was written by Dr. Jane E. Robbins of the Normal College Alumnae Society, published in the January number of the report of that society and reprinted on the Medicine Man page of The Tobacco World a few weeks ago, aroused, as it deserved to arouse, a great deal of interest among cigar manufacturers and their employes. The Alumnae Settlement represented by Dr. Robbins is affiliated with the Alliance Employment Bureau, of which Miss Virginia Potter, neice of Bishop Henry C. Potter, is president. The other officers of the Bureau are Mrs. V. G. Simklovitch, Vice President; Miss Sara Straus, Secretary; Mrs. Edward C. Henderson, Treasurer, and Mrs. P. J. O'Connell, Superintendent. The Bureau is also affiliated with the following well-known New York city societies, each of them having the welfare of working girls at heart: The New York Association of Working Girls' Societies, Friendly Aid Settlement, Do Ye Next Thynge Society, Hartley House, University Settlement, West Side Branch of University Settlement, West Side Neighborhood House, College Settlement, East Side House, Calvary Parish Settlement, Riverside Association, Girls' Friendly Society, Clara de Hirsch Home, Manhattan Working Girls' Club, Alumnae Settlement, St. Rou's Settlement, Greenpoint Settlement, Nurses' Settlement, West Side Settlement, Union Settlement, Young Women's Settlement, and the Women's Conference of the Society for Ethical Culture.

After the publication of her article in The Tobacco World Dr. Robbins was seen by your correspondent. She said: "I wrote the article on cigarmaking from the point of view of the cigarmaker. Before it was published, however, a manufacturer in whom I have absolute confidence, went over it and I feel sure it is substantially correct. If I had been writing for the manufacturers alone I should certainly have appealed to them to employ better foremen; it is heartbreaking to see young girls put under the control of men of bad moral character."

Dr. Robbins added that a number of honest workingmen with growing families whom she has known in a professional way for a number of years have told her they would rather see their young daughters in their graves than working in some of the cigar factories of New York city. Cigarmaking is a wellpaid trade and if girl help is sometimes hard to get Dr. Robbins' statement will help employers to understand why. An easy way out of the difficulty would be to employ women for workingroom chiefs instead of the class of men of whom Dr. Robbins complains. Under present conditions the philanthropic women at the head of working girls' societies cannot be expected to advise young girls to take up the trade of cigarmaking.

***

Nemesis, in the shape of the law firm of Mandelbaum Bros., is on the track of a certain downtown leaf merchant who has been selling Havana tobacco at what the seed leaf trade knows as "marked weights." That is to say, he has sold Havana tobacco and charged the buyer for from 20 to 25 pounds per bale more than the bale weighed. He also took care to collect duty at 35 cents per pound on every pound of the fictitious weight. It was a profitable swindle as long as it lasted but one customer grew suspicious, Mandelbaum Bros. laid a trap for the swindler into which he promptly fell and now the game is up.

Any reader who may desire to know the name of the dishonest leaf merchant is requested to address himself to Mandelbaum Bros.

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Walter Beer, of Weil & Co., who sailed with his family for a tour of Italy on the Augusta Victoria on Feb. 3, arrived at Genoa on Feb. 12.

***

J. Neinhuys, with H. Duys & Co., sails for Europe on the Etruria on Feb. 28.

***

Sol Waterman, who regularly represents Max Gans & Son in Pennsylvania, has started on his initial Western trip. He will visit the trade in Ohio, Michigan and Indiana.

CINCINNATI RETAILERS ORGANIZE

A Branch of the Retail Cigar and Tobacco Dealers' Association— Officers Elected, Etc.

[Special to the Tobacco World.]

Cincinnati, Feb. 16, 1903.

In response to a circular letter sent to the retail cigar and tobacco dealers of this city, about 150 of them met in the Burnett House parlors February 12, and organized a Cincinnati branch of the Retail Cigar and Tobacco Dealers' Association of America.

Thirty-five names were secured to the roll of membership, the signers representing about 150 of the most influential dealers of the city. Secretary C. E. Case, of the national association, conducted the meeting. The names of officers elected for the local branch are as follows: President, Samuel Straus; vice-president, Charles Hoffmann; secretary, Oscar Gassman; treasurer, Michael Ibold.

Active steps will be taken to enroll every retail dealer in the city as a member of the new organization. A regular meeting of the association will be called in a short time by President Straus.

OHIO PACKERS' ANNUAL MEETING.

At the regular annual meeting of the Ohio Leaf Tobacco Packers' Association, held at Dayton, O.; February 11th, the following officers were elected for the coming year: W. H. Hales, president; Louis Newburgh, vice president; W. J. Lukaswitz, secretary; W. P. Sunderland, treasurer.

The following directors were chosen: A. H. Reeder, Henry Meyer, S. H. Mays, L. A. Wheeler, J. L. Brenner, George Kling, A. B. Landis.

A committee of three was appointed at the meeting, to assist the manufacturers in organizing a branch of The Cigar Dealers' Association of America. The meeting was largely attended.

The annual meeting of the stockholders of the American Tobacco Company will be held in Jersey City, March 11th. The Continental Tobacco Company stockholders will meet on the same date.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"
"Webster"
"Farragut"

Office, 209 Pearl St. *Factory, Tampa, Fla.*
NEW YORK CITY.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer.
Hirschhorn, Mack & Co.
Straiton & Storm.
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

A PRACTICAL WORKER-MANUFACTURER.



Six years ago B. Lipschutz, the well-known cigar manufacturer, was at work at the bench and the above half-tone gives a faithful idea of just how he looked in the good old days. Mr. Lipschutz's rise from employe to employer has been rapid. He employs at his "44" cigar factory on Filbert street one hundred hands and is himself an active worker among them for he carefully inspects all the stock used as well as the finished cigars and thus knows the excellence of the work. This has had much to do with Mr. Lipschutz's success; he knows that his cigars are well made; knows that their quality is exactly as guaranteed and the consumer, therefore, places implicit faith in his guarantee and in his cigars. The increasing sales of the 44 cigar is proof positive that it has merit and that it is here to stay. At his North Twelfth street store, 44 is called for by nine out of every ten customers and its sale generally is on the increase.

Lancaster Growers' Annual Meeting.

Anxious to Continue Experiments in Raising Shade Grown Tobacco—Congressman Cassel to the Rescue—Election of Association Officers.

[Special to the Tobacco World].

Lancaster, Feb. 17, 1903.

The annual election of officers of the Lancaster Tobacco Growers' Association was held today and resulted as follows: President, B. Ezra Herr; vice-president, M. L. Greider; secretary and treasurer, J. Aldus Herr.

Captain J. R. Bricker, of Lititz, stated that some time ago he had shown an agent of the government agricultural department through various townships where it was proposed to experiment next season with shade grown tobacco, and later had been informed that because of a cut in the appropriation these experiments would be abandoned this year. Congressman Cassel was appealed to at Washington and presented a bill in the House for an increased appropriation of $60,000. If passed the government experiments will be continued.

Prof. Wm. Frear, of the State College, who superintended the State experimental station at Donegal Springs last year, stated that the shade grown tobacco rivaled that of Connecticut. Sentiment favored the abandonment of the station at Donegal and the establishment of another in the northern part of the county, in sandy instead of loamy soil.

THE KELLER CIGAR FACTORY.

E. M. Keller, cigar manufacturer at Fourth and Franklin streets, Reading, has been energetically pushing the sales of several of his brands of cigars during the past year and states that he has met with a good share of success. He manufactures domestic and Havana cigars and among the brands which have obtained their share of recognition are: Eye Opener, Exalted, Barrels of Smoke, Comfort, Labor King, and K. B. Mr. Keller states that he has tried for years to provide Reading smokers with satisfying cigars; that he employs skilled workmen and is careful concerning the cleanliness of the factory as well as other details of the business. The Keller cigars have been favorably received by smokers in other states than Pennsylvania and Mr. Keller says it is his intention to push their sale in every legitimate way. Respected in the business circles of Reading and popular in social circles, there are many reasons to believe that he will succeed. Wholesale cigar dealers and jobbers might secure his prices with profit.

DEATH OF FRANK DANNERHAUER.

Frank Dannerhauer, a cigar salesman with Shively, Miller & Co., of Pottstown, Pa., died at his home at Sumneytown, Pa., on Friday last, and was buried on the following Monday. He had been in apparently good health up to within a few days of his death.

PHILADELPHIA

THEY LIKE ARCH STREET.

The M. J. Dalton Company will open a new cigar store in the building now being erected at Thirteenth and Arch streets, about the middle of March. This news tends to prove the fact that Arch street is fast becoming a favorite thoroughfare with cigar dealers for during the past few years quite a number of new cigar and tobacco stores have been opened and all are doing a satisfactory business. The Dalton Company's stand in the Hotel Dunlap at Atlantic City will be re-opened soon—in plenty of time for the season of 1903.

R. & L. FACTORY BUSY.

At the large Roig & Langsdorf cigar factory there has been little let-up in the output of the firm's regular brands of cigars and orders ahead will be sure to keep all hands busy indefinitely. Isadore Langsdorf is at Havana securing choice tobacco for the house and may not be home for a week or two.

OPPOSED TO PARK LIQUOR SALES.

The following notice sent out by officers of the German-American Alliance of Pennsylvania is self-explanatory:

In order to correct misstatements which have appeared at different times in some of the newspapers and which lead the public to believe that the German-American Alliance of Pennsylvania is or has been connected with the so-called "Yates" bill, we beg to state that our organization has had nothing whatever to do with this bill, but is utterly opposed to selling intoxicating drinks in Fairmount Park or on Sundays in Philadelphia or elsewhere. The opposition to the so-called "Berkelbach" bill has been trying to connect these two bills, and it seems but just that this statement should be made to the public.

CHARLES H. BREITBARTH,
Chairman of Leg. Com.
WILLARD E. BARCUS,
Secretary of Leg. Com.

A WELL-KEPT CIGAR STORE.

George T. O'Keefe, since his occupany of 14 South Fourth street with an up-to-date line of cigars and tobaccos, has been having his share of prosperity. It is reasonable to say that the bright lights of his store, its neatness and handsome display windows have had much to do with attracting attention and trade. Mr. O'Keefe, the World reporter learns, has a nice run of custom from occupants of the Bourse Building and is satisfying their cigar wants in every way.

DEATH OF MRS. IDLER.

The funeral of Mrs. Elizabeth Idler took place February 10, from the residence of her daughter, Mrs. R. T. Gumpert, wife of the North Seventh street cigar manufacturer. Deceased had been an invalid for several years and was 75 years of age at the time of her death.

DUNN FACTORIES BUSY.

The reorganized T. J. Dunn & Co. cigar company is pushing vigorously ahead with the work of manufacturing the Pete Dailey, Dunoro and other established brands of fine cigars. Theodore Werner is president of the new company and Benjamin F. Corell secretary and treasurer. Mr. Corell will take charge of the manufacturing part of the business and as there are factories in New York, Philadelphia, Chester, Lebanon and Boyerstown, the prospect is that he will be a very busy man. Mr. Werner will give attention to the sales department and left this week for a trip through the West where he will energetically introduce the Dunn factory goods in new territory and supply dealers in the old.

SETS A GOOD EXAMPLE.

Jacob Labe, with Benjamin Labe & Sons, covered Cincinnati, Cleveland, Detroit and other Western points for his house last week and sent in a goodly lot of orders for leaf tobacco. Mr. Labe's success as an energetic salesman is a good thing generally for the trade and encourages other men on the road to "do likewise."

THE MEMBERSHIP IS GROWING.

Officers of the Retail Cigar and Tobacco Dealers' Association state that the work of securing new members is being steadily prosecuted and that results are satisfactory. Members are also being secured in Camden and in the near future it is likely a public mass meeting of the retailers of that city will be held.

BEWARE THE ENEMY.

A leading Philadelphia cigar and tobacco dealer recently expressed himself as follows concerning boys and the white-shrouded lung-destoyers which do so much to injure them:

"Even I can understand the aversion that the average man feels toward the boy who smokes cigarettes," said the tobacconist. "I mean in the matter of employing such a boy, even though his duties may merely consist of running errands. The first question a man asks of a boy who has applied for a job is 'Do you smoke cigarettes'? Sometimes the boy is truthful and says 'yes,' and then it's all up with his chances. Other boys, with more experience, say 'no,' and only smoke outside the office. Even then their period of service is unusually short, for it isn't long before the complaints begin to come in. There is nothing more calculated to fill the soul with murder than a fresh boy who strolls into your office, with a message, puffing a cigarette. He does it so impudently, blowing the smoke into your face and irritating you until you feel that you could strangle him. I know just what the feeling is, and so far as is in my power I enforce the law prohibiting the sale of cigarettes to boys under the age of sixteen."

A MESSAGE FROM CUPID.

An unknown joker, who may have "had it in" for a certain Philadelphia cigar company whose name shall be unmentionable but which will be referred to as Blank, relieved his feelings Valentine's Day by sending the aforesaid company a hideous comic valentine. It was addressed, "The Blank Cabbage Manufacturing Company" and the envelope contained a huge cabbage leaf on which was pinned a note reading: "Material from which the celebrated Onionolas are made." The firm accepted the joke in good part and has framed the valentine, cabbage-leaf and all. In time they'll find out the sender and then something will drop.

AN INQUISITIVE SALESMAN.

A salesman for a North Third street leaf house wants to know if an undertaker should look grave when smoking; or if, a lawyer's smoke should be brief; or if firemen should ask for "fire" when smoking; or if musicians should smoke bands. Perhaps the puzzled salesman's search for information will suggest a number of like inquiries from other inquisitive people.

WILL CARRY "LADY NICOTINE."

The steamer Massachusetts, 10,800 tons burthen, built at the Camden shipyards for the International Mercantile Marine Company, of Baltimore, reached that port February 10th and prepared to take on her cargo. When loaded the Massachusetts will go to London, and on her maiden voyage will carry 100 tons of tobacco among other good things.

A CIGAR GRABBER GRABBED.

A negro was arrested Monday night, after having grabbed a box of cigars in the Albermarle Pharmacy at Thirteenth and Walnut streets, and endeavoring to make way with them. The negro, to distract the clerk's attention, asked for a small purchase and under cover of that ruse sought to steal the cigars. When searched a bottle of Florida water was found on him and the police think he has worked the same game on other druggists.

THE NELK MURDER.

George Nelk, aged 22, is under arrest charged with the brutal murder of his mother and with having made a murderous assault upon his sister. The crime for which Nelk must answer in court occurred Wednesday evening, February 11. Mrs. Catherine Nelk, his mother, kept a small cigar and candy store at 5218 Wakefield street, Philadelphia. George, her son, bears the reputation of having been a ne'er-do-well who has associated with dissolute companions. He recently got out of work and knowing that his mother had about $100 in the house, it is charged that he went to her home, assaulted both her and his sister, Minnie, with a hatchet, secured the money and then fled. Mrs. Nelk's eldest married daughter and others found her in a dying condition and her daughter Minnie barely conscious. The injured girl accused her brother of the murderous assault. Eight hours after she was found Mrs. Nelk died. Minnie Nelk was removed to the Germantown hospital where it was said she could not live. The alleged murderer was arrested Sunday night in a resort at Reading, Pa. He is a confirmed cigarette fiend and it is thought, is a moral degenerate.

MOSTLY PERSONAL.

O. G. Boehm, of the house of Bremer Bros. & Boehm is visiting Pennsylvania trade this week.

Salesman L. F. Muller, with Dohan & Taitt, is calling on Pennsylvania patrons, while T. J. Daly of the same house is doing all that he can to make New York buyers happy.

Max Bamberger, of the leaf house of L. Bamberger & Co., has been making a number of out-of-town trips with good results in the way of securing orders.

A. J. Coger, salesman with A. Pazos & Co., of New York, was among the out-of-town visitors this week. Incidental to securing orders he dropped in and had a pleasant chat with Broker M. Rosenstein, a former traveling-man acquaintance.

M. B. Arndt, salesman with Julius Hirschberg & Bro., is in Kansas City and will visit other Western cities.

Julius Vetterlein, of the leaf house of J. Vetterlein & Co., left for Havana last Saturday where he goes to look after tobacco purchases and other business connected with the firm.

L. Eisenbrand, with L. Bamberger & Co., was a Cincinnati visitor last week and is now visiting other Western cities.

Frank Domringues, with E. A. Calves & Co., returned from a trip to Cuba last week.

John F. Kolb, of the Theobald & Oppenheimer Co., will start for Amsterdam on or about March 10. On his recent trip to Cuba he purchased a large quantity of choice Cuban leaf for his house, thus insuring a continuance of the quality of the T. & O. factory cigars.

George Hechler will be manager of the new cigar factory of George Valentine & Son on North Seventh street. Preparations for opening the factory are steadily going on.

S. C. Jeittles, of the Jeittles & Blumenthal factory, sold a large number of cigars in Omaha and other Western cities last week. This week he is conquering new fields.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS

Three for Five Cents



BEN ROY
Cigarros
Five for Five Cents

MINUETTE
Cigarros
Ten for Ten Cents

ITABA CROOKS CIGARS

Three for Five Cents

Main Office, Hanover, Pa.



10c.

A Perfect Cigar

5c.

A Delicious Smoke.

Strictly Hand-Made.



They are Deservedly Popular

MANUFACTURED BY

CHARLES M. YETTER

READING, PA.

We use the *Blue Label* of the

Cigarmakers' International Union of America

WE SOLICIT YOUR CORRESPONDENCE

Morris D. Neumann, of the M. D. Neumann cigar factory visited Northwest and Pacific coast points this week and is expected home early next week.

H. Stuart Moorhead, of the D. & M. Marcello factory, is in Havana.

M. J. Dalton is about again after having a pretty severe struggle with the grip.

R. T. Gumpert, of the Gumpert Bros. cigar factory, was a visitor to New York Tuesday.

CUPID AND THE TRADE.

Saturday last was St. Valentine's Day and according to report Cupid left a number of alleged valentines—with suitable "pomes" thereon—with several Philadelphia cigar manufacturers and dealers. The following verses are submitted as samples of the so-called valentines said to have been received:

The shades of night were falling fast,
As through a Jersey village passed,
A man who smoked from door to door,
A fragrant "Cinco" Eisenlohr.
Excelsior!

Here's a song to my cigar,
We'll smoke it evermore;
Fragrant—perfect—Oh the joy
Of Lipschutz's dandy "44."

Musician Hubbard,
Went to the cupboard,
To get his priceless 'cello;
When he got there,
He found something rare,
A Duncan & Moorhead "Marcello."

Mary had a little lamb,
But Mary couldn't catch it;
And so she smoked a fine cheroot,
And murmured, "You can't Match-It."

The family Tuffit,
Sat on a muffit,
And puffed rank Onionolas;
But Salesman Pence
Taught them some sense
And now they smoke "Cubanolas."

In the good old summer time,
In the good old summer time,
Sailing down the lovely bay, fishing, smoking all the day;
Sweetheart Rosie, like a posy,
Sails with me to-day.
I love her as I love my dear old Vetterlein "Saborosa."

PHILADELPHIA LEAF MARKET

Dull is the word that best describes the condition of the leaf market during the past week. A number of the larger leaf houses, it is true, have done a good, almost a brisk business, but sales of tobacco in the aggregate have not been any too numerous nor of large quantity.

Inquiries show that 1900 seed leaf is fairly scarce and as a result manufacturers are commencing to buy small lots of the 1901 crop. The demand of the past week has been for Connecticut, Wisconsin and Pennsylvania Broadleaf B's.

The demand for Sumatra and Havana has been steady although sales made were in small lots. In Sumatra the tendency is for manufacturers to hold off buying in quantities until after the coming Amsterdam inscriptions.

Prices have continued firm with prospects that there will be a slight advance on 1900 seed leaf.

EXPORTS.

Liverpool.—17 tierces.

Antwerp.—18 cases plug; 5 boxes; 62 hogsheads.

London.—2 hogsheads leaf; 12 bags tobacco stalks.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500.00

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKELETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3 00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500 00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100 00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000 00
	35 213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532.205,063	574,551,047	628,881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.



E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR
EVERY DAY
Chief Rabban *Lady Mar*
Wyoming Elk *Ortho*
La Caribbean *Nickname*
Quality Counts in the product of
The Penn Cigar Co., Reading, Pa.

John H. Witter,
Manufacturer of *Newmanstown, Pa.*
FINE HAVANA HAND MADE
CIGARS
Lord Gloster--10c.--Henry W. Sage
Dundreary, 5-cent

WM. H. REDCAY
READING, PA.
MAKER OF
HIGH GRADE HAND MADE **Havana Cigars**
UNION MADE.
Famous Brands:
RINGOLD and FUDGE, 5c.
KEY WEST HAVANA, 10c.
Write for Prices. Jobbing Trade Solicited.

Trade-Mark Register.

VIORIS. 13,953.
For cigars, cigarettes, cheroots, stogies and tobacco. Registered Feb. 10, 1903, at 3 p. m., by F. E. Here, Philadelphia, Pa.

MAL-KAH. 13,954.
For cigarettes, chewing and smoking tobacco. Registered Feb. 10, 1903, at 4 p. m., by E. Rabinovitch & Co., Philadelphia, Pa.

BROWN SEAL 13,955.
For cigars, cigarettes and cheroots. Registered Feb. 11, 1903, at 9 a. m., by M. Kleinberg, Philadelphia, Pa.

COMADORE DECATUR. 13,956.
For cigars. Registered Feb. 16, 1903, at 9 a. m., by M. Steppacher, Reading, Pa.

SEARCHES.

Red Seal, Green Seal, Gold Seal, Silver Seal, Blue Seal, Corker, Bob White, Whip-poor-will, Real Good, Robinhood, Toreador, Imperial, Quaker Boy, Our Pride, Wizard, Miss Philadelphia, Smoke It, Presto, Real Thing, King of All, F. O. E., Eagles Nest, Our Advocate, Our Defender, Our Union Advocate.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Ilewisco, Los Escudos Unidos, El Valloft, La Montelina, Sultan El Gazi, U. M C., Interceptores, First Over, Compota, Conque, Chirp, El Respeto, Chief Cadillac, Loverna, Le Tasse, Malza John Garner, John Harvard, John Eliot, Robert Barclay, Asendo, La Bondad, Condigno, La Obra, Squire Wardle, La Chosica, La Enedina, Frank Moulan, Amcigo, Amtoco, Union Prince, Golden Jack, Silver Jack, Picture of the Sultan of Morocco, Fehmy Pasha, Beck & Co., Uncle Jud, Medinah, Major Lark, South Dakota Star, Union Industry, La Patrie, Hornell, Irritator, Irritation, Gold Finder, Pittsburg Hump, The Widman, Polonius, Judge Crawford, John C. Osgood, We Walk, Transportation Minstrels, La Singalese, Wagram, Three Bucks, La Flor de T. D. Hene, Waramaug, Mustangs Syracuse Typewriter City, Miranola, La Venida, Bartonia, Please, Victoria, Jr., Miss Dugan, Sister of Bill, El Verita, Train Order, The City Hall Pride Governor Wolf, Everyman, Porto Cabello, Philadelphia Quartette Club, David Cigarum, Ramar, Goodwell Senator Paddock, Arkona, Red River Valley, Royal Blend, Generous to All, Union Blend.

YETTER'S UNION RECORD.

Charles M. Yetter, of Mohnsville, is preparing to launch a new brand of goods upon the market, under the title of Union Record. His factory is now well filled with cigarmakers, but he is increasing the force steadily.

Tierney & Sass have purchased the Collan cigar factory at Champaign, Ill., and intend to extend operations.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

SPECIAL NOTICES
(12½ cents per 8-point measured line.)

FOR RENT—A large brick building suitable for cigar manufacturers working suction tables, in a locality where there is plenty of cheap labor and no Union town faction. Capable of working several hundred hands. Address, Factory, Box 66, care Tobacco World. 2t.

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa 3-8-tf

CIGARS WANTED—PARTIES having job lots of cigars in any quantity which they wish to dispose of cheap for cash, address D, Box 64, care Tobacco World, Philadelphia. 2-12-2t

FOR SALE—Fifty (50) J R Williams Red Suction Tables, in good condition, will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia 2-18

WANTED.—Second hand Good Reliable Scrap Bunching Machine and a Scrap Cutting Machine. Address Box 63, care of The Tobacco World, Philadelphia. 2-18-1t

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

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KEYSTONE PHONE 67-70 Main.
M. KAUFMAN & CO.
Importers of **Russian and Turkish Tobacco**
And Manufacturers of CIGARETTES and CIGARS
Special Brand—**Munjura.** **504 South Fifth Street, PHILADELPHIA.**

USE OUTDOOR DISPLAY
We Furnish Estimates To Advertise Anywhere
PAINT OR POSTER
Sketches and Designs FREE
The BILLPOSTING SIGN CO.
814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK



I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R



E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request **P. O. Box 96.**

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in **LEAF TOBACCO**
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

A. W. ZUG

EAST PETERSBURG - PENNSYLVANIA

High Grade Cigars.



Recommended for Exquisite Aroma and Excellent workmanship

WE EMPLOY NO SALESMEN. All our business is transacted direct with the wholesale houses. Please place yourself in correspondence with us. We will save you money.

NEW WAREHOUSE FOR LANCASTER

To be Built by Sutter Bros., of New York —Leaf Market More Active— Trade Notes, Etc.

Lancaster, Pa., Feb. 17, 1903.

The leaf tobacco market has shown some signs of activity during the week, the 1900 crop continuing to have the call. Jobbers and manufacturers, realizing that the 1900 crop being out of the market, are turning their attention to the choice of packings of the 1901 crop. Several good sized sales at satisfactory prices having been made recently.

There is nothing new to be said concerning the 1902 crop. The buying continues and deliveries are made to the warehouses daily and steadily. The packers who are receiving are working to their fullest capacities.

John G. Mumma, manager of the Central Cigar Co., at Lititz, reports trade very brisk in the borough and especially at his factory where they have 100 hands at work. They are open for more cigar makers and strippers, but cannot get sufficient to meet their demands.

Manufacturers everywhere in the district continue busy and report trade good.

Revenue Collector Hershey is about delivering the treasury warrants in payment of the rebate on tobacco and snuff due to the change in the tax rate on July 1, 1902. There are 446 such claims in this district, aggregating $45,000, the amounts ranging from the minimum allowed, $10 to $5,000.

Michael H. Engle, Lancaster representative of Sutter Bros., is receiving quite heavily of the 1902 crop. He finds that the present quarters are inadequate and vacant warehouses being a scarcity, he will in a few weeks, break ground for the erection of a large, modern and up-to-date warehouse on North Prince Street, adjoining the S. R. Moss buildings.

Simon Shissler, wholesale and retail tobacconist, is at present remodeling his store, putting in new plate glass front and an up-to-date cigar vault and storage compartment. When completed it will be one of the finest stores in the state.

E. H. Miller, of Young & Newman, Philadelphia, Pa., spent several days in town.

Carl Kaffenburgh, of I. Kaffenburgh Sons Boston, Mass., called on the trade and booked some good Havana orders.

William Levison, representing J. Bernheim & Son, spent several days here, and secured a share of business for his firm.

Mose Meyers, with the firm of Simon Auerbach & Co., New York, visited the trade here for several days.

Samuel Kaufman was again on deck for Wm. Steiner's Sons & Co., New York.

H. Blochrau, representing Petre, Bergman & Schmidt, New York, dropped in for a day or two, showing some new sketches for attractive labels.

Other visitors in town were: Jake Greenewald, of Loeb-Xunez Havana Co., Philadelphia, Pa; Theo. Bixby, of J. Cohen & Co., New York, and Mr. Myers, of T. Mirandi & Co., New York.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

NEWMAN IN CINCINNATI

Talks Entertainingly of Trusts, Coal, Etc. Internal Revenue Receipts for January, and Trade Notes

Cincinnati, O., Feb. 16 1903

The weather here has been favorable to business, and reports generally are that trade has improved.

J. S. Hill & Co., have secured the cigar privilege of the new skyscraper building being erected at Fifth and Vine streets. They secured the cigar privilege in the new Ingall's Building at Fourth and Vine streets last week, and are being congratulated for their enterprise.

Receipts at the office of Internal Revenue for the First district of Ohio for the month of January were: Tobaccos, $94,016.70; cigars, $68,515.85; little cigars, $131.49; snuff, $2.10. For January, 1902, it was: Tobacco, $119,328.88; cigars, $91,255.56; little cigars, $132.84; snuff, $4.56.

Leo Hamburger & Co. have received orders from Dee, Redick & Co., of Houghton, Mich., for an invincible size of their Montebello, ten cent brand, and are pushing the work. A new Perfecto size is also being brought out.

George Newman, of Philadelphia, who has been coming to this city for thirty-two years, representing leaf tobacco interests, was among last week's arivals at the Gibson House. "When I commenced my pilgrimages to this city the old Burnet, the Galt, the Crawford and St. James Hotels were leading hostelries," said he. "Cincinnati is showing remarkable evidences of growth and general prosperity within the past year or two, especially. Everything is changed from these olden times. The tobacco business is expanding and developing, of course, according to the growth and development of the country. One hears a good deal about trusts, even in connection with the tobacco leaf business, but that is about all there is to it. There is too much farming land in this country for the products of the soil to be cornered. Especially is this true regarding tobacco. There was an attempt at cornering the crop a year or so ago, and fabulous prices were paid growers by the so-called trust. As a result, everybody went to raising tobacco, and the following year double the quantity was put on the market, and the combination didn't attempt another corner.

"You people in and around Cincinnati haven't felt the coal shortage at all, in comparison with the inconvenience and suffering caused by it in the East. In Philadelphia people went to their neighbors seeking to be taken in where there was warmth; some went to hotels and some even left town for the country, where wood could be had for fuel. My son, who lives within 100 miles of the mines, paid $16 a ton for coal that formerly cost him $6."

"The farmers will not plant so large a crop of tobacco this year as they did last season, because a large trust has been formed, and they do not believe the revenue would be as good as heretofore," said John T. Downey, of Charleston, S. C., who was in the city recently. "Another reason is the fine cotton crop that has been harvested and sold at a good figure."

James McGann, of Cleveland, veteran representative of tobacco manufacturing interests, was at the Palace Hotel last week. "I have recently visited every city and important town of this State," said he, "and without exception I found them enjoying prosperity to an unusual degree. Everybody said, too, that all the indications were for an indefinite continuous of these satisfactory conditions."

—R. W. Ziebell will open a new cigar factory at Hartford, Wis.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1865

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

J. E. SHERTS & CO.



Manufacturers of High-Grade Seed and Havana CIGARS Lancaster, Pa.

L. E. Ryder,

Wholesale Manufacturer of

Cigars

Lancaster, Pa.

The Best Possible Goods for the Least Possible Money.



R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

Pouch Cigars—Three Hits—3 for 5 cents

Trimbuck—2 for 5 Cents

To Jobbers Only. Investor—5 Cents

Phares W. Fry, Lancaster, Pa.



F. E. Eberly,

Manufacturer of High-Grade Union Made CIGARS

Stevens, Pa.

Shipping Station, East Earl.

H. L. WEAVER. E. H. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic Cigars

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade CIGARS

DENVER, PA.

STRICTLY UNION-MADE GOODS

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Van Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of UNION-MADE CIGARS

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.

We Can Save You Money

When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Books,
Etc., Etc.

THE STERNBERG MFG CO.

Ask for Our Catalogue No. 5

IT ILLUSTRATES
1500
of the
LATEST AND UP-TO-DATE
Cigar Mold Shapes
AND A COMPLETE LINE OF
Cigar Makers' Supplies

Main Office and Works, 1702--1712 West Locust Street, Davenport, Ia., U. S. A.

Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. **RED LION, PA.**
Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

READING MANUFACTURERS BUSY

And Cigar Output is Up to the Average—Interesting Items of the Retailers—Notes and Comments.

Reading, Pa., Feb. 16, 1903.

James Stanton, the cigar manufacturer, at 10 North Third street, closed his factory last week and retired from business.

George W. Lehr is making an extensive business trip through the coal regions and is meeting with great success. His leading nickel brands, the Confidence and Red Light, continue to be good sellers, and the Illustrious Potentate is much in demand.

John H. Riegel is exceedingly busy at present, and put several additional hands at work last week. He also deals in leaf tobacco and makes large shipments daily.

Joseph W. Keller, formerly a member of the firm of Goldsmith & Keller, has engaged in the cigar manufacturing business for himself at 1045 Greenwich street. He conducts a well kept cigar store on the first floor, and the second he has fitted up as a factory. He placed these brands on the market last week: J. K. and Forrester, nickel goods, and the Binding Tie, a 10-cent seller. Mr. Keller is at present negotiating with several New York parties to take the product of his factory.

Hossler & Hellerick have made a number of alterations to their factory and cigar store. New fixtures have been placed in the latter. The firm is exceedingly busy at present and enjoys a large run on their new nickel brand, the El Dorado. Large shipments, chiefly through the coal region, are made every day.

Henry Sartorious, the cigar dealer, has completed a number of alterations to his business place.

A. E. Houck has opened a cigar store at 228 South Ninth street. He has fitted out the place in an attractive manner and stocked it with a full line of cigars, tobaccos and smokers' novelties.

The Fleck Cigar Company continues busy, and considerable overtime is being made. Every bench is occupied and new hands are put to work almost daily. The Eastern Buffalo continues to be the leader. Charles Fleck, senior member of the firm, recently returned from a successful trip through the coal regions.

William H. Redcay is meeting with success in the cigar manufacturing business and has built up a large local trade. His leading brands are the Fudge and New Ringgold.

Charles F. Augstadt has discontinued the manufacture of his Little Arthur cigar. He recently placed a new brand on the market called the Wyanet, dedicated to Wyanet Tribe of Red Men.

Lengel & Ernst say that they were never busier, and that their business this year will double that of last. Their new nickle brand the L. and E. is meeting with great success.

Bitting & Hawk report that their sales last month were way ahead of those of the corresponding month last year. They enjoy a large local trade.

Charles A. Amrhein says he will have several new brands on the market in the spring. His Defender cigar continues to be a good local seller.

R. Eidam filed a bond for a new cigar factory to be opened at 929 Buttonwood street.

B. Jarrett has moved his cigar factory from 15 to 32 North Seventh street, at Allentown.

Thieves visited the cigar factory of G. Sam Hautsch recently and got away with stock valued at $45. The stolen property included 1000 cigars, 10 pounds of plug tobacco and 5 pounds of smoking tobacco. Entrance was gained to the place by the aid of a skeleton key. There is no clue.

COLD AND RAINY AT 'FRISCO

With Result that Tobacco Has Been Dull—Snow Falls Across the Bay—Trade Notes, Etc.

San Francisco, Cal., Feb. 9, '03.

We have had three weeks of cold, rainy days. Tuesday and Wednesday snow fell in considerable quantity just across the Bay a thing which had not occurred before for seven years. All this has put a damper on retail trade. Wholesalers, however, note that orders are beginning to come in in quantities and have no complaint to make. With the leaf dealers business is still quiet.

Cigar manufacturers throughout California are working up to the limit and employing all of the cigarmakers that are available. In fact more cigarmakers would be employed if they were to be had.

The threatened strike of the cigarmakers was amicably settled last Tuesday evening. The cigarmakers saw the inadvisability of trying to urge more than they had a right to expect and the movement was killed by a vote three to one. On the first of March they will raise the price for making fancy shaped, a dollar a thousand.

The Lichtenstein & Cerruti Company, importers of cigars at 534 Washington street, are not receiving shipments of goods fast enough to suit them. Orders are coming in fast and except for the delayed shipments they are more pleased than ever with the outlook for spring.

A. S. Fass, of A. S. Fass & Bro., manufacturers, has just returned from his pleasure trip East, where he went to be present at the celebration of the golden wedding of his parents in Buffalo.

Henry Fisher, representing A. Cohn & Co., of New York, is here stirring up trade for his firm.

Harry Miller, of Chicago, is here visiting his friends about town with Weddel's goods.

Jack Kane, representing the Silver State Leaf Tobacco Company of Denver, Colorado, is now in San Francisco, making the rounds of the city.

Mr. Ramierz, of Ramierz & Co., manufacturers of Havana cigars, left this week for a trip through the interior of the State.

J. F. Leunghun, is in receipt of a large assortment of advertising matter for his brand of smoking tobaccos, and is going to begin an active advertising campaign.

A. Meyers, manager of the cigar department of Tillman & Bendel, wholesale grocers, says that now their Sanchez & Hay cigars are selling far beyond any other clear Havana cigar in the market. Mr. Meyers says that the deal of giving 100 cigars free with every 1000 of their leading 5-cent Porto Rican cigar, the Brevas, is still on and bringing an immense business.

John A. Drinkhouse notes that there is a remarkable and growing demand for independent goods at his wholesale establishment. H. Heinz, city man for the company, says that they are unusually busy and that orders from retail stores are beginning to come in quickly. Manuel Lopez, who was here for a short time in the interests of his cigar and who made his headquarters with J. A. Drinkhouse & Co., has left for the East.

Maurice Lesser, who has been in San Francisco for some time in the interests of the Maz Schatz Company and whose headquarters have been with Rinaldo Bros. & Co., will leave to-night on his return East.

Sidenman, Lachman & Co., wholesalers, have employed a new city salesman. They are also contemplating a change in the Northwestern territory. The company reports that excellent orders are coming in from all their traveling men.

The representative of the Banner Cigar Company, of Detroit, Card Garrison, is now in town getting in line with the Pacific Coast trade.



G. A. KOHLER & CO.
WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.
Leading Manufacturers in the East
Five Cent Goods Unequaled for the Money.
Daily Capacity, 100,000 to 125,000





Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

La Imperial Cigar Factory



J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE
Capacity, 25,000 per day.
Prompt Shipments guaranteed



BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand.



B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



B A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edward Grieg"



THE BEST FIVE CENT CIGAR

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.



W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
DALLASTOWN, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Good tobacco sells at very moderate prices. Indeed much lower than was thought possible. For our often well-considered and careful growers to sell their crops, and crops that were well nigh perfect in leaf, at the extremely low rates that they have done, is to me simply childish. Why, if I hadn't the time to assort it, I would not plant an ounce of seed the coming season, and would have devoted to sorting and packing the few tons of tobacco I had. But if, on the other hand, the crop was all wrong, on account of climatic reasons, beyond the grower's control, then most certainly would I have removed the bad leaf and sold the good at its worth. And it seems to the looker-on as though there should be a co-operative company formed, and a committee to dispose of the crop. The crowd of hawkers rush out from the cities every fall to tell bugaboo stories to the growers and frighten them into a sale of their crops at filler rates, or, at best, binder rates. It is better to raise other crops than to raise tobacco at ruinous figures. We have recently heard of a farmer selling his crop for 2c a pound.

Our correspondents write;

Montague: "We have to report the sale of the crop of Donelson & Brown of 1902 at 12c in the bundle, and J. R. Ball sold his crop at p. t. Buyers are driving around, but not doing much business."

Wethersfield, Ct.: "About one-half of the tobacco is taken down here. It is stripping off and showing a very fine leaf, both in color and quality, and as sound a crop as was ever grown. Two crops have been sold, John Warner's and William Skaats', to H. E. Dibble, of Hartford."

Suffield, Ct.: "A very large quantity of tobacco has changed hands of late. The American Tobacco Company's leaf is all being shipped to Richmond, Va., where it will be assorted. That company has searched for high grade lots, and, as a matter of course, prices have ranged at an average of 20c in the bundle. This may give a spur to the leaf trade elsewhere."

East Windsor, Ct.. "Several sales have been made of late, but prices have ranged from 12c to 15c for good lots."—American Cultivator.

BALDWINSVILLE, N. Y.

There has been considerable activity in the market for the past few days. Dembo & Haskins of Syracuse and Orville Gifford have been buying and A. W. Gieske of Baltimore, Md., has been riding with J. Wallace Lee, and they have made a number of purchases. The prices reported as paid have ranged from 3c in the bundle to 8c assorted. The following are among the crops reported as having been bought: Charles Breed, 3 acres, J. P. Bullard, 3 acres, Charles Keller, 4 acres, Arthur Kelly and J. P. Van Liew, 6 acres, Clark Hubbard, 4 acres, E. J. Rowell, 5 acres, Newton Clark, 4 acres, Sullivan Schenck, 8 acres, Benjamin Schenck, 3 acres, Joseph Button, 3 acres, Chas. Smart, 3 acres, Chas. Seager, 4 acres; Edw. Commane, 9 acres. —Gazette.

EDGERTON, WIS.

A quiet movement is still being conducted in the country districts leading towards the gathering in of the tobacco in growers' hands of both cured and new leaf. The bulk of sales reported are of old goods induced by a better demand for this stock in the eastern markets.

The market in cured leaf has developed no new features.

A stream of deliveries is pouring into the warehouse towns daily, but it is hardly possible that much more than half the crop is yet received. The packers are crowding the warehouses work with all possible dispatch with the help at hand, but many of the packing points report a shortage of help though better wages are being paid than for some years past.

Shipments, 768 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Increasing offerings of loose tobacco in piles on the floor this week, prices are a shade easier, Lugs, 4 to 5c; Leaf, 5 to 7½c. Movement quite free from wagons and crop three-fourth in dealers houses. The hhd, market is quiet with old tobaccos moving out. Long Leaf, 7 to 9c; Lugs, 5¼ to 6c; Common Leaf, 6½ to 7c. Thirty-five hhds new crop offered on the breaks, prices.

Lugs—Com., 4½ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 5¾c.

Leaf—Com., 5 to 6½c; Med, 6½ to 7½c; Good, 7½ to 8½c.

Dark colors and short styles largely predominate and colory styles very scarce.

Receipts for the week, 370; year, 2,300; sales for the week, 91; year, 313; offerings, 35; rejections, 17.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts this week, 916 hhd; offerings on the breaks, 8 hhds; sales, 24 hhds.

Our warehouses have now accumulated full stocks and are ready to open the market for the new crop as soon as orders are in hands of the brokers to justify their doing so.

The loose tobacco market draws towards a close as the bulk of the crop has passed from planters hands to those of the leaf prizers.

QUOTATIONS:

Low Lugs	$4.25 to $4.50
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.75 to 6.50
Common Leaf	6.75 to 7.25
Medium Leaf	7.50 to 8.50

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

Superior OHIO Tobaccos

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
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No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.

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327 N. Eighth St., Philada.

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THE TRADE IN YORK.

Prosperous Days for Leaf Dealers—1901 Leaf in Demand—Capt Minnich Resigns as Stamp Deputy—Other Trade News of the Week

York, Pa., Feb. 16, 1903.

These are prosperous days for the leaf tobacco dealers in York. Since the beginning of the new year their trade has been of the kind that denotes good times in the cigar business. There has been no booms or spurts, but a steady demand for goods of all grades. From present indications February business this year in York will far exceed that of 1902. There is a great demand for 1900 leaf, but unfortunately for the packers there is very little of that class of goods to be found in this market. Buyers are now turning to the 1901 crop and some large sale have been made recently. During the past week, R. D. Zeck shipped for S. L. Johns 60 cases of 1901 leaf.

Tobacco buyers say there is considerable quantity of the 1902 crop still in the hands of the growers. During the past ten days smoe large purchases were made from farmers in the vicinity of Rockey, but the largest lots and best tobacco in that section is still unsold. The weather the past week has been favorable to shipping and nearly every one who has not already done so, is now at it.

Shipments of 1902 tobacco are now under way on a large scale. During the past ten days R. D. Zech has shipped seven car loads of York county leaf from Mount Wolf and York.

The tobacco was bought through the Druck valley and Holland, where the best tobacco is raised in York county, and was shipped to firms in Lancaster. The prices paid were from 7 to 8½ and 2c. Among some of the choice lots were George Wogan, 20 acres; Fred. Hailman, 4 acres; H. H. Kauffman, 3 acres; Nye & Druck, 4 acres; Jacob Wambaugh, 13 acres; Samuel Siple, 3½ acres; Fred. Siple, 3 acres; Samuel Hilsey, 4 acres; C. Frey, 3 acres; John Siple, 4 acres; Eli Ginquick, 6 acres; A. Ginquick, 3½ acres; H. Wolf, 6 acres; H. Wolf, 6 acres; H. Markley, 4 acres.

The total shipments of 1902 leaf for this week were about 13 car loads. Other shippers besides Mr. Zech, were Michael Engle, of Lancaster, 3 cars from Emigsville, and H. H. Snyder, of Lancaster, who shipped 3 cars from York and Hellam. The prices paid were 8 to 9 and 2. Mr. Snyder secured some choice tobacco from Michael Smyser, 16 acres; Herman Conn, 4 acres; Henry Lehman, 12 acres; M. Gairish, 3 acres; Samuel Hilsey, 6 acres; B. Spangler, 2 acres; B. Schaffer, 3 acres; George Stromig 3 acres; E. H. Lehman, 5 acres; H. Lehman, 3 acres; H. Kauffman, 4 acres.

Captain J. W. Minnich, who has served over 11 years as first stamp deputy in the York office of the Ninth Pennsylvania Internal Revenue District, has resigned his position at the request of Collector H. L. Hershey. An unconfirmed rumor from a reliable source is to the effect that Adam F. Strayer, a candidate for the York postmastership in the last contest, would succeed Captain J. W. Minnich as first stamp deputy. This office carries with it an annual salary of $1,400. Daniel F. Brenneman, outside deputy, is also expected to retire from the service. C. O. McConkey, of Delta, nominee last fall for clerk of the courts, is said to be slated to succeed him. The salary of this appointment is $1,500 per year. Seth Minnich, outside deputy, is the third man who, report says, will retire from the revenue service. G. Frank Lindemuth, of the sixth ward, York, is said to be slated as his successor. This appointment is worth $1,500 per annum.

The cigarmaking business in York county still continues to flourish like a green bay tree. Orders for cigars are pouring in from all sections and every factory is busy. New factories continue to spring up in all sections of the country Charles A. Baylor, a well-known cigar manufacturer of York, will establish a new cigar factory in Emigsville. The plant will be a large one and give employment to many mechanics. Mr. Baylor has placed his order for the latest machinery used in the cigarmaking industry, and intends making the factory one of the best equipped in York county. W. H. Raab & Sons, of Dallastown, manufacturers of high grade cigars, has so many orders on hand that he has had to make arrangements with Swartz Brothers, of Dover, to help him out. Jacob A. Mayer & Brothers, the North York cigar manufacturers, are still rushed with orders for their high grade goods, The employes in the factory have been working at nights for over two weeks. O. W. Ganett, manufacturers at Bandana, reports being very busy. He has 12 cigarmakers at work. F. Markle, also of Bandana, has as many orders on hand as his eight cigarmakers can handle.

H. E. Bair & Co., the leading cigar box manufacturing firm in Hanover, has purchased a plot of ground on Franklin street, adjoining the Pennsylvania railroad, on which a new box factory will be erected in the near future. The new factory will be a three-story brick structure 120x33 feet. The rapidly growing business of this firm renders more room absolutely neccessary.

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Importers of
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BUSINESS CHANGES, FIRES, Etc.

Connecticut.

Norwich. Henry L. Willows, cigars, etc., bill of sale.

South Norwalk. The Graham Ernst Cigar Co., manufacturers, increased capital stock from $12,000 to $13,000.

District of Columbia.

Washington. Wm. G. Pend, Jr., cigars, tobacco, etc., chattel deed of trust, $190.

Illinois.

Chicago. T. E. Indermille, cigars, sold out retail and jobbing business, but will continue as broker.

Indiana.

Angola. E. E. Preston, cigar manufacturer, sold out.

Indianapolis. Geo. J. Young, cigars, etc., chattel mortgage, $410.

La Fayette. Krabbe Bros., cigars, bill of sale.

Marion. Spencer Vandeventer, cigars, etc., sold out.

Iowa.

Mason City. G. E. Paine Cigar Co., manufacturers, damaged by fire.

Kentucky.

Louisville. R. H. Higgins, of Truman & Co., leaf tobacco, dead.

Maryland.

Annapolis. Isaac Hohberger, manufacturer and retail cigars and tobacco, real estate mortgage, $1,000.

Baltimore. Birnbaum's Cigar Store, (not inc.) Chas. Edward Fitzpatrick has taken an interest in the business.——Harry B. Dashiell, retail cigars and tobacco, sold out to Henry K. Richardson.

Massachusetts.

Boston. J. L. Richards & Co., wholesale and commission cigars and tobacco, dissolved.

Worcester. John Greenhalge, cigars, etc., discharged chattel mortgage, $325.

Michigan.

Hillsdale. C. T. Jaeserich, cigar manufacturer, sold out.

Kalamazoo. M. Weber & Co., manufacturers and retail cigars, chattel mortgage, $628.

Minnesota.

Duluth. A. Hirsch, cigars, dead.——D. D. McInnis, cigars, succeeded by Haire & Newman.——Ron-Fernandez Cigar Co., cigar manufacturers, increased capital stock to $100,000.

Missouri.

St. Louis. John H. Conkin, cigars, dead.

Nebraska.

Fairbury. Reger & Walch, cigars, etc., succeeded by Walch & Huggins.

New Jersey.

Trenton. S. L. Johns Cigar Co., succeeded by Jacob Grumbacher.

New York.

Buffalo. Harry Hall, wholesale cigars, out of business.——Upper Cigar Co., manufacturers and jobbers of cigars, receiver appointed.

Hudson. C. Fleahman & Co., cigars, succeeded by Levi Fleahman.

New York City. Jeffreys & Son, wholesale and retail cigars, petition in bankruptcy.

Ohio.

Holgate. N. Ritz & Son, cigar manufacturers, damaged by fire.

Oregon.

Athena. C. W. Gates, cigars, etc., sold out to J. D. Sheets & Son.

Pennsylvania.

Philadelphia. Weigman Bros., Rabinovitch & Co., Ltd., cigarette manufacturers, dissolved. Philadelphia Tobacco Co. continues.

Vermont.

St. Johnsbury. Green Mountain Cigar Co. (not inc.) to be succeeded by the New York Fruit Co.

Wisconsin.

Janesville. L. B. Carle & Son, N. L. Carle, individually, leaf tobacco, real estate deed, $3,375.

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720,111 Cigarmakers work box; Emilio J. Castillo, Washington, D. C.

720,232 Cigar or cigarette holder; Wm. E. Davidson, North Shields, Eng.

720,007 Tobacco cartridge; Edwin G. Dexter, Urbana, Ill.

720,463 Tobacco press; Henry Nestestu, Nora, Wis.

720,060 Match safe; Wm. A. Patten, Lesueur, Minn.

720,104 Device for the ignition of slow matches; Jacob Von der Bosch, Essen-on-the Ruhr, Germany.

720,390 Cigar box; Henry H. Ziemer, Adamstown, Pa.

—An anti-cigarette league has been formed at Lansing, Mich.

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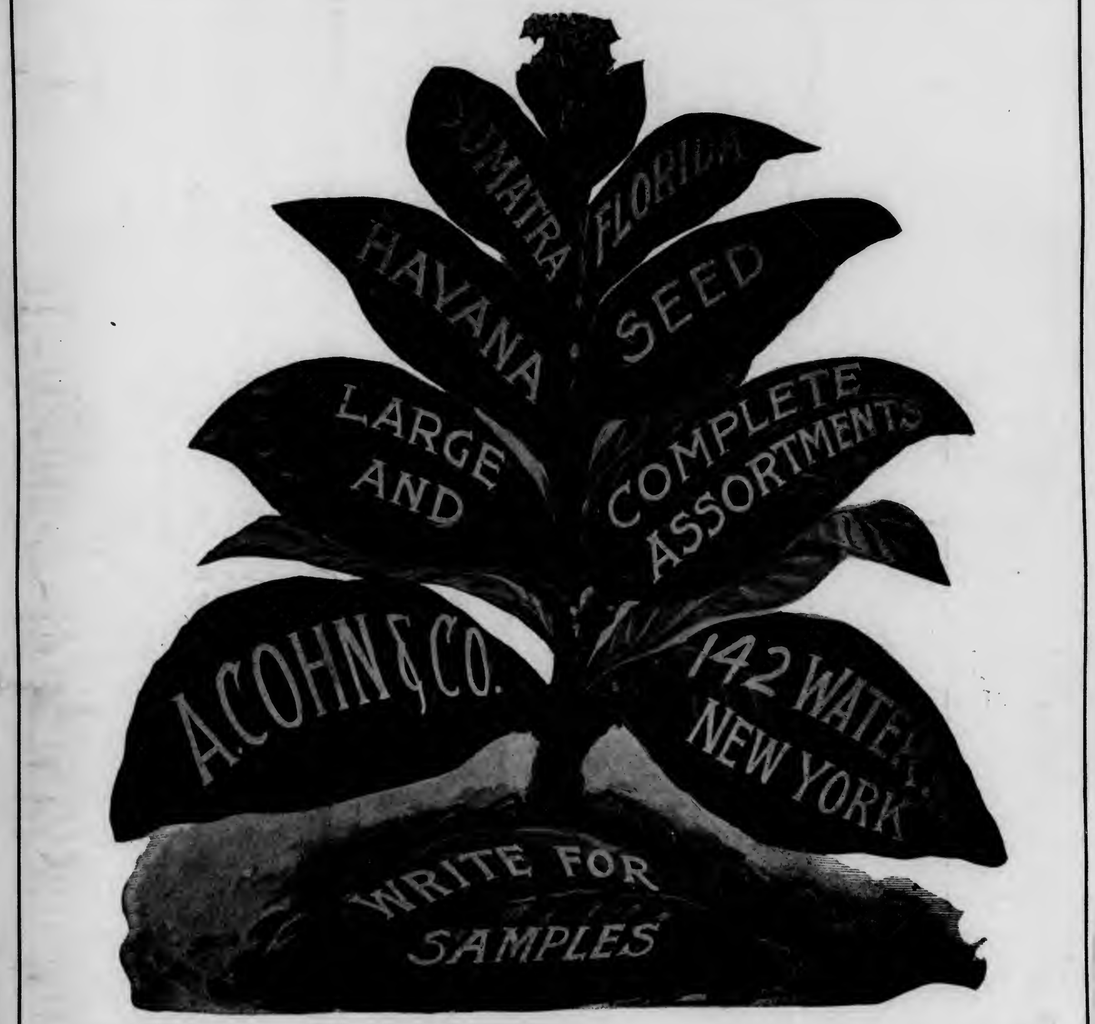
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PHILADELPHIA, FEBRUARY 25, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.



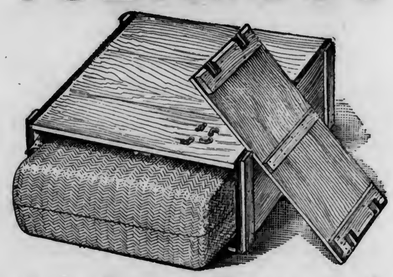
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THE TOBACCO WORLD

JUDGING A CIGAR.

By HARRY RICH, Germantown, Ohio.

The quality desired in a cigar is largely one of individual taste. That there is an approximate standard by which a cigar can be judged however is evidenced by the fact that where many different brands are tested at an exposition or exhibition some brands are awarded, by the jury, premiums for having more degrees of merit than the others.

What constitutes quality, especially as regards flavor and aroma is difficult to define. One can better state what is not wanted than what is exactly desired. The elements of quality sought by the smoker are three in number: flavor and aroma, the burn, the general style and appearance. They may be ranked quite accurately in importance in accordance with the following scale:

Flavor and aroma	60 points
Burn	25 "
Style and appearance	15 "

The flavor and aroma are associated together. A cigar having a good aroma generally has a good flavor and vice versa. The two senses of smell and taste are closely related as shown by the fact that the nose is placed directly over the mouth. As a general rule, the sense of taste is a better indicator of the character of a substance and is a better guide in judging. Many people, though, have the sense of smell more highly developed than that of taste.

We all know that a good cigar is one that pleases us. It must not have a disagreeable, irritating or pungent odor, furthermore it must not be indifferent, that is, neither good nor bad, neither pleasant nor unpleasant, but it should be aromatic, producing a mild, highly pleasing, refreshing, and invigorating sensation. The aroma must not be too sweet and spicy as in the perfume of very highly scented flowers, for tobacco does not contain enough of the ethereal compounds to make it so highly aromatic. There should be a slightly penetrating, tingling sensation; this is the effect of the nicotine. The true bouquet of a fine cigar is a mild, volatile, slightly sour and salty yet pleasing flavor. There should be no acid, bitter, sweet astringent sensation, no irritation of the throat. These undesirable qualities indicate that the nicotine has not been neutralized and that whatever ethereal compounds the tobacco does contain have not been developed.

The burning quality, of course, is not difficult to determine. It seems that the smoker places too much importance on this item. It is said that there are three classes of smokers: those that smoke with their eyes, those that smoke with their ears, and those that smoke with their mouth. Those that pay so much attention to the burn belong to the first class. One does not like to have the cigar go out half a dozen times in the course of a smoke, nor the ash to flake over his clothing. Charring of the cigar is another bad sign because many times it indicates a bad flavor and aroma. The cigar should burn uniformly and evenly in all its parts, the ash of the filler always protruding and not leaving the cigar hollow. A goodly volume of light blue smoke should issue from the burning point, being heavily laden with volatile fragrant compounds which ascends and diffuses with the surrounding lighter air with difficulty. The ash should be firm but of no particular color.

Two many cigars are now sold having almost solely the qualification of appearance. Yet we all like to see a box of finely assorted cigars of a rich brown color. Under appearance would also come the size and shape of a brand as well as workmanship. No one likes a smoke that draws with difficulty or that is too unwieldy to be easily held in the mouth. The general style and appearance should take into consideration not only how the cigar appears to others but also what comfort it imparts to the smoker.

HARRY RICH.

ENGLISH TOBACCOS IN FAVOR.

The demand in the better class of cigar stores throughout the United States, as well as in hotel stands and at winter and summer resorts, for long-established brands of English pipe tobaccos, such as W. D. & H. O. Wills' Capstan and Traveller, and for Pioneer, Smith's Glasgow Mixture and others has grown of late years almost in exact proportion to the spread in America of the fondness for golf and other outdoor sports modeled upon those of England. Pipe smokers are as much in evidence on the links in America and on board yachts in our native waters as they are in England or on the waters of the Continent. Indeed, the fashion of pipe smoking is so general among lovers of out-of-doors that the man who does not smoke a pipe is regarded as somewhat unusual.

English pipe tobaccos have been smoked to some extent in the United States continuously ever since colonial days, and the first heavy duty ever imposed upon such tobaccos, namely, that of 55 cents a pound levied by the McKinley bill of 1890, was not really a serious check, because such tobaccos, owing to their naturally higher cost, were always smoked by the wealthier pipe lovers of this country anyway. It is to the credit of the English manufacturers that they have always aimed to keep their brands up to the original high standard. Some of the brands mentioned in this article have been on the market, both in Europe and America for over a century. The leaf out of which they are made is of Virginia or Maryland growth, and the English buyers on those markets have been famous for very many years for the judgment and care they have displayed in its purchase. The process of manufacture in England is, of course, very similar to the processes of manufacture of smoking tobaccos in this country, yet the softness of the English climate is believed to impart to these tobaccos a flavor which is distinctive and highly agreeable to lovers of the pipe. All English tobaccos brought into the United States are imported in air-tight tins and thus reach the consumer in the same condition as though he had bought them in London or Glasgow.

TRUE TOBACCO ROMANCES.

IX.—The Calender That Smoked.

The finest coffee house in Constantinople used to be situated just across the road from the Yildiz Kiosk. It was a peach of a place. Its lofty dome was supported on pillars of the finest onyx resting upon a marble floor strewn with the most gorgeous rugs of Persia and Asia Minor. Rugs also covered the divans upon which the coffee drinkers and the smokers of the national hubble-bubble reclined. Emblazoned on the walls were texts from the Koran in Russian enamels. This coffee house was the rendezvous of all that was swell or gay among the men of Stamboul, and of much of the rest of the population of the city as well, for Constantinople is not only a very cosmopolitan city, it is also very democratic.

The beautiful coffee-house opposite the Yildiz Kiosk was filled from morning till night and in and out of its doors during the twelve hours it was lawful to keep these opened, surged men of every social grade and almost of every nation under the sun. Some of them were picturesque on account of the extraordinary rags they wore. Tramps such as some of them were would have been excluded from any other place of the kind here described in the world. They were welcome at the coffee house opposite the Sultan's palace, however, so long as they had the price of a cup of coffee, a cigarette, or a pull at a hubble-bubble provided they were not unduly obstreperous, for a certain amount of uncouth gayety is always tolerated in a Turk, who is never really grave except when at prayers, or slaughtering an Armenian, or driving a bargain with a Giaour. Nevertheless there was one vagabond, a calender, or begging dervish, who was really objectionable to the attendants in the coffee-house because of his horribly filthy appearance. He was as meek as cheese and never accosted anybody in the place not even to hold out his begging bowl, but every evening after service and for several weeks at a stretch he came into the resplendent coffee-house, pushed his way through the throng as though he was the equal of any man there and gravely lighted his cigarette at the hanging lamp in the center of the room. And such a cigarette! The tobacco he had plainly picked up in the streets, and the paper was any old scrap he could pick up. Sometimes this atrocious thing would go out after a puff or two and then the calender would turn quietly around, return to the lamp and relight it. By and by the visits of this objectionable and unproductive patron grew unendurable to the proprietor of the coffee-house, and the latter accordingly one evening ordered him off the premises and when the calender mildly expostulated the coffee-house keeper grew exasperated and shouted at him, "Who are you, anyway."

"Why," answered the calender mildly, "I'm the man that comes in every afternoon for a light for my cigarette."

CIGAR SYMPOSIUM.

White Knight. "Every puff a pleasure."
—M. D. Neumann & Co., Philadelphia.

General Use. "Commands attention."
—W. K. Gresh & Sons, Norristown, Pa.

Charles Dickens. "Tells its own story."
—M. Foster & Co., New York.

Wedding Bouquet. "Climax of perfection."
—L. Kahner & Co., New York.

Emil Paur. "Pinnacle of perfection."
—M. Prochaska Co., New York.

John Harper. "Universally admired."
—Morris Jacoby & Co., New York.

Captain Marryat. "Finest beyond question."
—Formerly Harburger, Homan & Co., New York.

Tom Keene. "Always good."
—Bondy & Lederer, New York.

Red Ola. "Queen of 5c cigars."
—H. Sommer, Quakertown, Pa.

Geo. W. Childs. "Generously good."
—American Cigar Co., New York.

Daniel. "They won't bite."
—D. B. Long & Sons, Lebanon, Pa.

Eclectic. "It's Havana."
—Parkside Cigar Co., Philadelphia.

Silent Drummer. "Without a word it sells."
—H. P. Brewster, Rochester, N. Y.

Energy. "More than good."
—Baer-Sprenkle Co., West Manchester, Pa.

Charlie Rouse. "Pleases everybody."
—Cuba-Rico Tobacco Co., Winchester, Va.

Bossy. "The best 5c cigar that ever happened."
—Jacob Stahl, Jr. & Co., New York.

Campanella. "A perfect smoke."
—Sultzberger-Oppenheimer Co., Philadelphia.

Vesper. "Clean as the food you eat."
—Oblinger Bros. & Co., Philadelphia.

William Penn. "King of Havana Cigars."
—Theobald & Oppenheimer Co., Philadelphia.

Kentucky Cardinal. "It's a bird."
—J. K. Pfaltzgraff & Co., York, Pa.

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5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.

6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.

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8 During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."

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The Tobacco World Always Sparkles.

Established 1881. Incorporated 1902.

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Conducted by GEORGE A. SCHUTTE.

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224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager. HENRY C. McMANUS, Secretary and Treasurer.

New York Offices:

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Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

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The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903 Address all communications on these subjects to

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BECAUSE BRET HARTE WROTE IT.

A subscriber in New Brunswick, N. S., who cannot get the book, asks me to reprint Bret Harte's burlesque on Conan Doyle's Sherlock Holmes. He says he has heard this piece of work spoken of as being very humorous. Possibly he will not agree with those who have told him so, after he has read it. It is plainly not one of Bret Harte's masterpieces, yet it is entitled to a whole lot of consideration, first, because Harte wrote it, and secondly because it was almost the last piece of work he ever did.

The book, More Condensed Novels, is published by Houghton, Mifflin & Co.

THE STOLEN CIGAR CASE.

By A. Co—N D—LE.

I found Hemlock Jones in the old Brook street lodgings, musing before the fire. With the freedom of an old friend I at once threw myself in my usual familiar attitude at his feet, and gently caressed his boot. I was induced to do this for two reasons one, that it enabled me to get a good look at his bent, concentrated face, and the other, that it seemed to indicate my reverence for his superhuman insight. So absorbed was he even then, in tracking some mysterious clue, that he did not seem to notice me. But therein I was wrong—as I always was in my attempt to understand that powerful intellect. "It is raining," he said, without lifting his head.

"You have been out, then?" I said quickly.

"No. But I see that your umbrella is wet, and that your overcoat has drops of water on it."

I sat aghast at his penetration. After a pause he said carelessly, as if dismissing the subject. "Besides, I hear the rain on the window. Listen."

I listened. I could scarcely credit my ears, but there was the soft pattering of drops on the panes. It was evident there was no deceiving this man!

"Have you been busy lately?" I asked, changing the subject. "What new problem given up by Scotland Yard as inscrutable—has occupied that gigantic intellect?"

He drew back his foot slightly, and seemed to hesitate ere he returned it to its original position. Then he answered wearily: "Mere trifles—nothing to speak of. The Prince Kupoli has been here to get my advice regarding the disappearance of certain rubies from the Kremlin; the Rajah of Purtibad, after vainly beheading his entire bodyguard, has been obliged to seek my assistance to recover a jeweled sword. The Grand Duchess of Pretzel-Brauntswig is desirous of discovering where her husband was on the night of February 14; and last night"—he lowered his voice slightly—"a lodger in this very house, meeting me on the stairs, wanted to know why they didn't answer his bell."

I could not help smiling—until I saw a frown gathering on his inscrutable forehead.

"Pray remember," he said coldly, "that it was through such an apparently trivial question that I found out Why Paul Ferroll Killed His Wife, and What Happened to Jones!"

I became dumb at once. He paused for a moment, and then suddenly changing back to his usual pitiless, analytical style, he said: "When I say these are trifles, they are so in comparison to an affair that is now before me. A crime has been committed,—and, singularly enough, against myself. You start," he said. "You wonder who would have dared to attempt it. So did I; nevertheless, it has been done. I have been robbed!

"You robbed! You, Hemlock Jones, the Terror of Peculators!" I gasped in amazement, arising and gripping the table as I faced him.

"Yes! Listen. I would confess it to no other. But you who have followed my career, who know my methods; you, for whom I have partly lifted the veil that conceals my plans from ordinary humanity,—you, who have for years rapturously accepted my confidences, passionately admired my inductions and inferences, placed yourself at my beck and call, become my slave, groveled at my feet, given up your practice except those few unremunerative and rapidly decreasing patients to whom, in moments of abstraction over my problems, you have administered strychine for quinine and arsenic for epsom salts; you, who have sacrificed anything and everybody to me,—you I make my confidant!"

I arose and embraced him warmly, yet he was already so engrossed in thought that at the same moment he mechanically placed his hand upon his watch chain as if to consult the time. "Sit down," he said. "Have a cigar?"

"I have given up cigar smoking," I said.

"Why?" he asked.

I hesitated and perhaps colored. I had really given it up because, with my disminished practice, it was too expensive. I could afford only a pipe. "I prefer a pipe," I said laughingly. "But tell me of this robbery. What have you lost?"

He arose, and planting himself before the fire with his hands under his coat tails, looked down upon me reflectively for a moment. "Do you remember the cigar case presented to me by the Turkish Ambassador for discovering the missing favorite of the Grand Vizier in the fifth chorus girl at the Hilarity Theatre? It was that one. I mean the cigar case. It was incrusted with diamonds."

"And the largest one had been supplanted by paste," I said.

"Ah, he said with a reflective smile, "you know that?"

"You told me yourself. I remember considering it a proof of your extraordinary perception. But, by Jove, you don't mean to say you have lost it?"

He was silent for a moment. "No, it has been stolen, it is true, but I shall still find it. And by myself alone! In your profession, my dear fellow, when a member is seriously ill, he does not prescribe for himself, but calls in a brother doctor. Therein we differ. I shall take this matter in my own hands."

"And where could you find better?" I said enthusiastically. "I should say the cigar case is as good as recovered already."

"I shall remind you of that again," he said lightly. "And now, to show you my confidence in your judgment, in spite of my determination to pursue this alone, I am willing to listen to any suggestions from you."

He drew a memorandum book from his pocket and, with a grave smile, took up his pencil.

I could scarcely believe my senses. He, the great Hemlock Jones, accepting suggestions from a humble individual like myself! I kissed his hand reverently, and began in a joyous tone:

"First, I should advertise, offering a reward; I should give the same intimation in hand-bills, distributed at the 'pubs' and the pastry-cooks'. I should next visit the different pawnbrokers; I should give notice at the police station. I should examine the servants. I should thoroughly search the house and my own pockets. I speak relatively," I added, with a laugh. "Of course I mean your own."

He gravely made an entry of these details.

"Perhaps," I added, "you have already done this?"

"Perhaps," he returned enigmatically. "Now, my dear friend," he continued, putting the note book in his pocket and rising, "would you excuse me for a few moments? Make yourself perfectly at home until I return. There may be some things," he added with a sweep of his hand toward his heterogeneously filled shelves, "that may interest you and while away the time. There are pipes and tobacco in that corner."

Then nodding to me with the same inscrutable face he left the room. I was too well accustomed to his methods to think much of his unceremonious withdrawal, and made no doubt he was off to investigate some clue which had suddenly occurred to his active intelligence.

Left to myself I cast a cursory glance over his shelves. There were a number of small glass jars containing earthy substances, labeled "Pavement and Road Sweepings," from the principal thoroughfares and suburbs of London, with the subdirections "for identifying foot-tracks." There were several other jars, labeled, "Fluff from Omnibus and Road car Seat," "Cocoanut Fibre and Rope Strands from Mattings in Public Places," "Cigarette Stumps and Match Ends from Floor of Palace Theatre, Row A, 1L-50." Everywhere were evidences of this wonderful man's system and perspicacity.

I was thus engaged when I heard the slight creaking of a door, and I looked up as a stranger entered. He was a rough looking man, with a shabby overcoat and a still more disreputable muffler around his throat and the lower part of his face Considerably annoyed at his intrusion, I turned upon him rather sharply, when, with a mumbled, growling apology for mistaking the room, he shuffled out again and closed the door. I followed him quickly to the landing and saw that he disappeared down the stairs. With my mind full of the robbery, the incident made a singular impression upon. I knew my friend's habit of hasty absences from his room in his moments of deep inspiration; it was only too probable that, with his powerful intellect and magnificent perceptive genius concentrated on one subject, he should be careless of his own belongings, and no doubt even forget to take the ordinary precaution of locking up his drawers. I tried one or two and found that I was right, although for some reason I was unable to open one to its fullest extent. The handles were sticky, as if some one had opened them with dirty fingers. Knowing Hemlock's fastidious cleanliness, I resolved to inform him of this circumstance, but I forgot it, alas! until—but I am anticipating my story.

His absence was strangely prolonged. I at last seated myself by the fire, and lulled by warmth and the patter of the rain on the window, I fell asleep. I may have dreamt, for during my sleep I had a vague semi-consciousness as of hands being softly pressed on my pockets—no doubt induced by the story of the robbery. When I came fully to my senses, I found Hemlock Jones sitting on the other side of the hearth, his deeply concentrated gaze fixed on the fire.

"I found you so comfortably asleep that I could not bear to awaken you," he said, with a smile.

I rubbed my eyes. "And what news?" I asked. "How have you succeeded?"

"Better than I expected," he said, "and I think," he added, tapping his note-book, "I owe much to you."

Deeply gratified, I awaited more. But in vain. I ought to have remembered that in his moods Hemlock Jones was reticence itself. I told him simply of the strange intrusion, but he only laughed.

Later, when I arose to go, he looked at me playfully. "If you were a married man," he said, "I would advise you not to go home until you had brushed your sleeve. There are a few short brown seal-skin hairs in the inner side of your forearm, just where they would have adhered if your arm had encircled a seal-skin coat with some pressure!"

"For once you are at fault," I said triumphantly; "the hair is my own, as you will perceive; I have just had it cut at the hairdresser's, and no doubt this arm projected beyond the apron."

He frowned slightly, yet, nevertheless, on my turning to go he embraced me warmly—a rare exhibition in that man of ice. He even helped me on with my overcoat and pulled out and smoothed down the flaps of my pockets. He was particular, too, in fitting my arm in my

(Continued to p. 26.)

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136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

Leberstein Bros. Makers of La Volga 5-cent cigar 434 Race Street, Philada.

LOUIS BYTHINER. J. PRINCE
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

Bright Stores Increase Profits.

THE experience of one cigar and tobacco dealer, as herewith related, is worthy of consideration by others in the same line. He said: "After really neglecting my store front until I should have been heartily ashamed of its appearance, I decided to have it repainted. I gave the work to a painter whom I could trust to do a neat job and who, incidentally was a regular customer. He was fair in his price and did a good piece of work. One good result of having the store front repainted came to me almost immediately. The painter, pleased at my having given him the contract, induced a number of his comrades to buy of me and of course I have made a comfortable profit from their trade. As soon as the store front was repainted I noticed how dusty and unclean my display window was. I soon attended to that. In succession my attention was directed to what I considered necessary additional improvements to the store as follows: I added additional lights, both to the display window and store; I polished up the show cases, cleaned the shelves, had the whole place repapered and learned how to neatly display my stock in the show window, in cases and on the shelves. Then I wanted the public to know what I had done and that naturally led me to do a bit of advertising. Has it all paid? Yes. I can truthfully say that my sales have almost doubled and I have gained many new customers who call for a better grade of cigars than I formerly carried. I am of the opinion that by making my former dingy store light, bright and cheerful I drew these customers to my place of business. It is natural for us all to seek a cheerful place rather than a gloomy one."

All of which wise cigar dealers, who have had a like experience, can cordially endorse.

* * *

Have Faith in Printers' Ink.

If cigar and tobacco dealers who never advertise could view advertising from the viewpoint of successful advertisers, it is safe to say the former would be apt to start right in and very likely go too far.

The cigar dealer who has smoked a good Havana cigar and who knows all about its qualities, can safely recommend such a cigar as being a good one to his customer. Those in a position to know that advertising is a good thing—that it pays, brings results—are the ones in whom retail cigar dealers can well afford to put faith.

The ordinary every-day man will be far more impressed, and get a far more definite idea if you talk about one cigar, in your advertisement, at a definite and easily remembered price. The most largely advertised cigarettes are those which are sold at a price which everyone can remember. The firms manufacturing them both can, and I suppose do, make a very large number of other cigarettes at other prices, but they have concentrated the public mind on one particular brand, and they have had their reward.

There is one argument that advertisers, more particularly in trade papers, would do well to remember. Where you have a very large number of advertisers advertising articles of a similar nature, the one advertiser who makes his advertisement only a little better than anyone else will be the man who will get most return out of the money he expends.

A cigar dealer should keep up with all the little fads that come in vogue with smokers. He should always be prepared to introduce these little fads to his customers. He should advertise them as they happen along. Even smokers who do not indulge in fads are always interested in the latest thing in vogue in smokers' articles and conveniences.

Every once in a while a little booklet that is really instructive to a smoker, and that gives a smoker good pointers about tobacco and cigars, if properly distributed, will do a cigar dealer a whole lot of good and increase his trade.

* * *

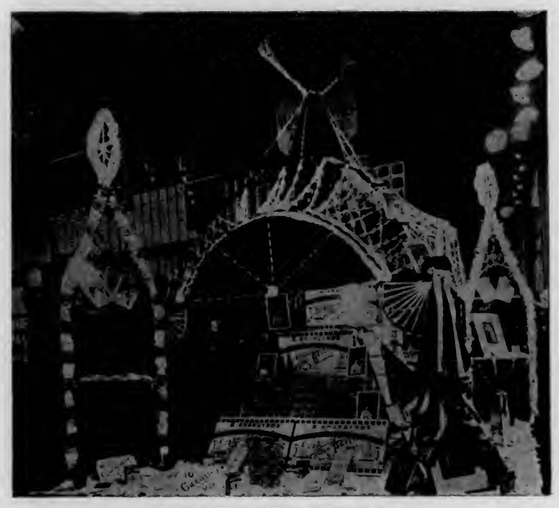
Window Display Suggestions.

If you are not an expert window dresser it is not too early to begin at once. Give one clerk special duties in this direction; in time he will be of double value.

The best window displays are bound to become tiresome and monotonous if allowed to remain too long, while displays that are in themselves little more than ordinary and commonplace cannot fail to produce some result if regularly and frequently changed.

Always remember that the best you've got is none too good for your window display. It isn't necessary to literally jam the window full of goods of all kinds in order to show a sample of everything you carry in stock. A reasonable amount of goods well arranged and displayed to the best advantage—with a strong card or bulletin in the centre of window—will be worth considerable more, and prove much more effective than a window overcrowded with goods having a thrown-in look.

The value of the price ticket cannot be over-estimated. It forms, in many instances, the most attractive feature of a display window. The opportunity is largely lost if the impression is not clinched by the price list.



A MODERN WINDOW DISPLAY.

Few window trimmers appreciate the value of school slates for making a window display unique and attractive. The slate also makes a good background for mounting an article and showing it to the best advantage. The lettering may be put on with crayon or water colors, which are readily washed off when the display is changed.

* * *

Give Heed to the Following.

Don't try to be funny with customers. Good humor, it should be remembered, grows out of a refinement of feeling. Slang and other course forms of expression are not relished by well bred people.

Pay your clerk enough salary so he can afford to keep himself looking neat.

When you find you are unable to hold a customer, make it a point to find the cause, and see wherein your system is at fault.

Be polite, a kind word and a pleasant smile will cost you nothing, and they will go a long way towards making friends. Greet your customers with a cheery word and a courteous demeanor, and you will not lack patronage.

Give your personal attention to your trade, as it comes along; say "good morning" to every one who comes in, a few words on the weather or other timely topic of the day, thank him as he pays you for his purchase, just to show him that you take an interest in him and appreciate his trade.

One must have "a place for everything, and everything in its place." Perfect order must prevail, and extreme cleanliness must shine from every shelf. Then the goods must be right; fake goods are sure to lead to failure, because the public want their money's worth, and are bound to go where they can get it. With order, cleanliness and the right kind of wares, the next thing is to keep your goods in condition. Tobacco is manufactured in a great many different forms, but as a rule the goods should all be fresh.

* * *

Window Display Professors.

Modern store window decoration has become such a vogue that "schools" have been started to teach aspirants the knack of tasteful window displays. Some of the graduates of these schools occupy responsible positions with leading stores in large cities, while other graduates are making a comfortable living by contracting with a desired number of firms to keep their shop windows dressed with good displays. There may be a hint in this for the retail cigar and tobacco dealer who cannot get up a good window exhibit. Why not utilize the service of one of the Professors of Window Displays?

* * *

Fruit Flavored Tobacco.

Here is a hint for those who enjoy smoking a pipe, given to a World reporter last week by an old smoker: "I mix cut plug and granulated smoking tobacco together in a fairly air-tight cigar box," said he. "Then I cut a fair-sized apple in two and place the two halves, cut end down, on the tobacco. I close the box and set it away for about two weeks. In that time the tobacco absorbs the moisture of the apple and when I have a good smoke the tobacco has a fruit flavor so pleasant and mild that to my mind it surpasses all other kinds of smokes."

"How about using other kinds of fruit to place in the box—say a peach?" asked the World representative.

"I never tried any other fruit than an apple," replied the old smoker, "but I doubt if they would impart so good a fruit flavor. A peach would be too moist, I judge. A pear might do, and I have heard of others who have tried figs, but I believe an apple is the best to use."

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

Havana Trade Conditions.

Leaf Tobacco Sales Brisk—Condition of the 1903 Crop—Cigar manufacturers Busy—Arriving and Departing Visitors.

HAVANA, February 14, 1903.

The 1903 Crop.

Reports are still mixed as to the probably quantity as well as to quality, some people claiming an abundant yield in the Vuelta Abajo and Partido sections, while others claim that owing to the abnormally hot weather the growing of the plants set out last month has been very unsatisfactory, and many fields show a stunted growth, or that the leaves begin to turn yellow and that the plants are drying up after the first cut instead of producing a filler crop as in former years. This latter report comes from a wealthy planter who has all the appliances for watering his fields artificially and who spends a fortune upon manure each year. He ascribes the abnormal state to the poor vitality of the seedlings, as well as to the excessive heat this season. Tobacco in Cuba grows best during the so-called winter or moderately cool temperature that reigns from the middle of November to the middle of March and nobody could raise any crop after that period, as the rainy season would wash the leaves too much and also prevent the sap from drying in the stems.

Louis Cantor, of Leonard Friedman & Co., of Havana and New York, has just returned from a few days' trip through the Vuelta Abajo district, and he says that wherever he went on muleback he has only seen abundantly growing fields that present a healthy appearance, and that also the tobacco hanging up in the drying sheds is progressing very favorably, by showing sound leaves of a fine silky texture and with clean light colors without any spots to speak of. The burn is also all that anybody could desire. Wm. H. Yocum, of Yocum Bros., of Reading, Pa., also came home very well satisfied from his trip to the Vuelta Abajo district and speaks in particularly glowing terms of the shade grown tobacco raised by Calixto Lopez & Co., of Havana and New York, upon their plantation near San Luis. He says that the latter firm expect to have their tobacco upon the market in May.

Buyers from the North this week are: Felix Eckerson, of Felix Eckerson & Co., Philadelphia; Louis Hirsch, of Joseph Hirsch & Son, New York; Mortimer Falk, of S. Falk's Sons, Key West and New York, and Alfred Esberg, of Esberg, Gunst & Co., San Francisco.

Don Gustavo Bock, president of the board of directors of the Havana Tobacco Co., has returned from his trip to New York but unfortunately with such a heavy cold that he has been compelled to take to his bed for a few days. For this reason he has declined to see any of his friends and nothing could be learned about the nature of his visit or the plans of the company that he represents here.

Departing visitors for the past week include: Henry Muller, of Henry Muller & Son, New York; Leopold Loeb, president of the Loeb-Nunez Havana Co.,

The 10,300 bales sold consist of 8,000 Remedios, 2,000 Vuelta Abajo, and 300 Partido, of which 5,000 bales were destined for Spain, 4,400 bales for the United States and 900 bales for home consumption by cigar manufacturers.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKERS OF
PURE HABANA SEGARS
"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog,
Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMMEL,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMMEL.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge P. Castaneda
S. JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 110, *HAVANA*

E. A. KRAUSSMAN,
170 Water Street, NEW YORK
Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Cable: ZALEZGON. **Habana.**

Bridat, Mont' Ros y Co.
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually ***Cuts*** the Leaf ***without Streaking*** it, and affords the operator a ***Full Swing of the Arm*** over its smooth rigged surface to ***Roll*** the cigar with the ***Full Palm of the Hand.***

Write for circular.

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

Philadelphia; H. Rosenberg, of Philadelphia; Avelino Pazos, of A. Pazos & Co., New York, and Jose Santalla & Co., Havana; Paul Levison, of J. Bernheim & Son, New York, and Wm. H. Yocum and Charles Yocum, of Yocum Bros., Reading, Pa.

Jorge, P. Castaneda & Co.—This firm has been changed to Jorge and P. Castaneda, according to a circular just issued, still keeping the same business address, 110 Dragones street.

The cigar factories are all more or less busy as is best illustrated by the exports per steamship "Morro Castle" running over 3,700,000 cigars. H. Upmann & Co., exported nearly one quarter of same or say 900,000 cigars. High Life bought 300 bales of Vuelta Abajo "tierra llana" tobacco, the finest that could be found and the price was a secondary consideration, as this factory is bound to keep up its reputation.

Wm. H. Yocum bought between 2,400 and 2,500 bales of the cream of Vuelta Abajo and Remedios tobacco during his stay here for his firm of Yocum Bros., Reading, Pa.

Doings of Havana Business Houses During the Week Ending February 14.

Luis Muniz Hns. & Co., sold 1,500 bales of Remedios.

Sobrinos de A. Gonzalez closed some transactions of 500 bales Remedios to the United States, and purchased 5,000 bales of Remedios for the Spanish regie buyers.

Juan Diaz Inguanzo were sellers of 1,000 bales of remedios.

Puente y Cueto likewise turned over 1,000 bales of Remedios.

Loeb-Nunez Havana Co. had no trouble in disposing of 800 bales of Remedios and Partido.

Calixto Lopez & Co. sold 800 bales of their fine Vuelta Abajo holdings.

J. Bernheim & Son closed out some 800 bales of third capaduras of Remedios

Jose Santalla & Co., through Don Avelino Pazos, managed to sell out all of their Consolacion del Sur escojida, some 700 bales, and they only hold a stock of several hundred bales of extra fine Remedios to supply a few of their customers.

Rabell, Costa & Co., sold 200 bales of Vuelta Abajo "vegas de fabrica" to factories here.

Aixala & Co., turned over 300 bales of Remedios.

Walter Himmil disposed of 150 bales of Vuelta Abajo, Partido and Remedios.

Leslie Pantin purchased 500 bales of Remedios and Vuelta Abajo for his particular customers this week.

Garcia & Co.—Don Manuel Garcia prefers not to disclose his transactions although it is said that their buyer, "Praviano," had secured some very fine Vuelta Abajo factory vegas in the country, and as they are heavy shippers every week it stands to reason that they must share in the weekly transactions.

Sutter Bros.—Don Marco Pollack is hustling as much as ever and can be seen daily looking at tobacco in the market; besides, as this firm is receiving large shipments of tobacco purchased in the country, it shows that Sutter Bros. must be doing a large business with their customers here as well as in the North.

The Steamship La France is taking 1,100 bales for the Spanish regie to be landed at Coruna, Spain, and the Cataluna, the Spanish mail steamer, is said to take from 9,000 to 10,000 bales next week for the same port and Santander. These goods were shipped by J. F. Berndes & Co.

Arrivals of Tobacco from the Country.

	Week Ending Feb. 41. Bales	Since Jan. 1. Bales
Vuelta Abajo	1,130	6,565
Semi Vuelta		30
Partido	104	504
Remedios	2,893	14,769
Total	4,127	21,874

BUSY BUYERS AT LANCASTER.

Looking After Old Tobacco Crops—Cold Weather Makes a Quiet Leaf Market—Trade Personals and Notes.

Lancaster, Pa., Feb. 23, 1903.

The leaf tobacco market the past week was dull and quiet, due largely to the severe snow storms and cold weather which was so general throughout the country, and in a measure impeded traffic and mail facilities. Some sales in small lots to manufacturers have been made by the local jobbers.

A firm of brokers here have sold during the past six weeks about 1,000 cases of the 1901 crop on commission and by request. Parties figuring in the transactions desire their names withheld.

As heretofore stated the 1901 crop is yet very largely in the packers' hands, and up to the present time there has been only a few inquiries for certain grades. Some packers have disposed of their "tops" and others of their lower grades and in nearly, if not every instance at firm prices. It is the concensus of opinion in the trade that in a very short time the crop will be called for and change hands with more rapidity than is anticipated.

The deliveries to the warehouses of the 1902 crop were somewhat retarded by the heavy storm, making the roads in some sections almost impassible; as a consequence, the receipts were very much reduced in comparison to those of the week previous. There evidently was an under-estimation of the acreage remaining unsold, made earlier in the season, as it now begins to appear that there is a vast deal more in the growers' hands unsold, than there had been reported.

Buyers continue in the field and pick up the remaining crops as they happen to find such as meet their approval in quality and price. Prices range from 7c and 1⅞c to 9½c and 2c for seed leaf and 13c, 6c, 3c and 2c, to 16c, 8c, 5c and 2c for Havana seed.

Jas. K. Shultz, of Washington Borough, sold his crop of 35 acres Havana seed to the American Tobacco Co. at 16c, 8c, 3c and 2c. The tobacco averaged 1,800 pounds to the acre, the total weight being 63,000 pounds.

A. P. Snader, of Ephrata, was appointed by the United States District Court to act as receiver in the estate of Reuben Caldwell, cigar manufacturer of Ephrata borough.

Revenue Agent A. L. Davis was in Lancaster during the past week, making a periodical examination of the accounts of the Ninth Revenue District.

H. H. Miller has returned from an extended trip to Florida and Cuba. While

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.



Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor. *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited — Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**



HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon, Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

A. S. & A. B. GROFF,

Packers of

Penna. Seed Leaf **Tobacco**

East Petersburg, Pa.

A. K. MANN, Packer of **Leaf Tobacco**

MILLERSVILLE, PA.

Pennsylvania Tobaccos a Specialty.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish. Ohio Seed Leaf. Little Dutch.

Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

in Havana he made some purchases of choice old Vueltas.

John A. Kauffman, having found that his quarters at 36 West Chestnut street were too small for his increasing business has removed to Nos. 32 and 34 West Chestnut street, occupying the entire building of three floors.

S. T. Skeen has again embarked in the cigar box manufacturing business, having a sufficient number of orders on hand to keep him busy for some time.

James D. Law, formerly manager of the Havana Cigar Co., of this city, after an extended sojourn abroad, covering a period of seven months, has again returned to Lancaster. He visited the principal cities in Scotland, England and Ireland, having had the time of his life. He saw everything worth seeing from the cot to the castle and from the King to the commoner. His missions were both literal and historical. He did not miss an opportunity to look up the tobacco and cigar industries whenever the chance offered. Among the notable factories inspected by him were: Smith's; Mitchell's and Bell's at Glasgow, Scotland. He made a thorough investigation of the immense factory of Thos. Gallaher, at Belfast, Ireland, the largest independent manufacturer in the United Kingdom. Mr. Law thinks the trusts will have a task on their hands to even attempt to put Mr. Gallaher out of business. Mr. Law says the Havana Cigar Co. had been closed out in so far as he was concerned before he went abroad. He has not at present made any other arrangements as to his future line of business and is not yet certain if he will locate in Lancaster permanently.

C. H. Erisman & Bro. will on March 1 engage in the manufacturing and jobbing of cigars. Both are practical men of long experience in the business.

Among the visitors in town were Luther Case, Winsted, Conn; Mr. Johnson and H. Koenig Popper, of H. Koenig Popper & Co., R. Goldschmidt, of L. Goldschmidt & Co., Theo. Bixby, of J. Cohen & Co., Wm. Levison, of J. Bernheim & Son, I Bach, of Elias Bach & Co., all of New York; L. R. Eisenbrand, of L. Bamberger & Co., and Lou F. Miller, of Dohan & Taitt, both of Philadelphia.

PACIFIC COAST TRADE CONDITIONS

Are Bright and a Prosperous Future is Predicted—Business Changes, Trade News and Personals.

San Francisco, Feb. 17, 1903.

The closing days of this week have shown a brighter aspect in the trade as the piercing cold weather has come to a close. This is a good change for the retailers. The state and Pacific Coast in general are in better condition for a prosperous year to come than ever before. There is an unusual abundance of snow in the mountains which promises plenty of water for irrigation during the summer.

Lane & Connelly, cigar manufacturers, are receiving a large number of telegraphic orders notwithstanding that they have several travelers out. Their greatest run is on their Lane & Connelly brand, seed Havana goods and their El Fondo, a clear Havana cigar.

R. M. Donnelly, president of The Pacific Coast Co-operative Cigar Manufacturing Co. has returned from a trip through the San Joaquin and Sacramento Valleys where he took good orders from all of his old customers and secured a number of new ones. The factory is "The Red Seal Cigar Factory."

B. W. McIntosh, agent for the Lucky Strike and other brands of tobacco will start to-night on his northern trip.

A. R. Gray, a Los Angeles cigar manufacturer, is in San Francisco at the present time making purchases of leaf tobacco.

D. Michels, of Joseph Levy & Co., jobbers, has returned from a successful trip to the southern mines and is now down along the coast.

H. Bier, of H. Bier & Co., wholesalers, believes he has made a record breaking success with the Vanderbilts. The Cabrados, which he is just introducing, is getting a good foothold.

John A. Lenaghan, manufacturers' agent, finds half a dozen brands of independent granulated tobaccos in the market ahead of him, but he is pleased to be able to say that his Shakespeare brand is giving quick and entire satisfaction.

A. T. Phillips, manufacturers agent, left this week for a short trip to Los Angeles.

L. J. Grinnell, proprietor of the cigar stand of the refreshment saloon at 321 Clay street, will move with that saloon to the corner of Clay and Battery streets, next week.

Joe H. Mitchell, traveling representative for Meyer, Mish & Co., cigar manufacturers, has returned from his northern trip where he found the country looking unusually prosperous.

A. Goldberg, of Conradi & Goldberg, leaf dealers, is in Havana making extensive purchases of leaf tobacco. He will return in two weeks. Robert Penney, traveling for the company is now on his northern trip.

M. Blaskower, of M. Blaskower & Co., has gone to New York en route to Havana to visit the various cigar dealers and manufacturers with whom he deals.

Hirstel & Co. will re-open the cigar stand at 213 Montgomery street about the latter part of the month.

Samuel Kline, formerly of Kline Bros., is now with M. A. Gunst & Co.

Arthur Bachman, who is in New York for S. Bachman & Co., wholesalers, will return to San Francisco within ten days.

Boltz, Clymer & Co. have just received the agency for the clear Havana cigarette made by the Rodriguez, Lopez Company of Philadelphia. John Boltz has an interest in the factory and has no doubt of immediate success for the cigarettes on this coast. Louis Morton, formerly with Harris Bros., has been engaged to represent Boltz, Clymer & Co. in the Sacramento Valley and vicinity. W. F. Dinnigan, formerly with Horn & Co., started out last week in Humboldt county.

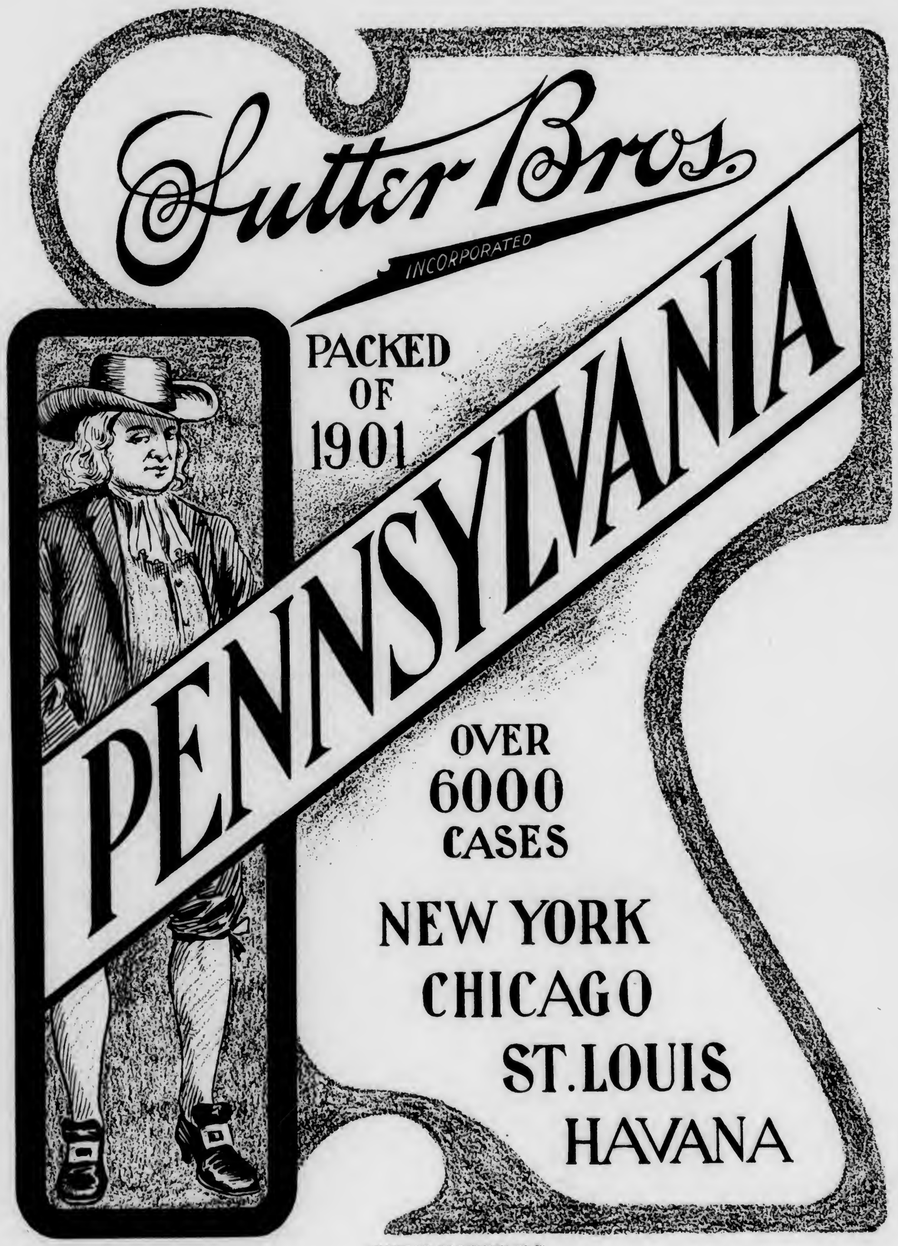
R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.



COPYRIGHT 1902, FOR SUTTER BROS. INC. BY FIELD ASSOCIATION OF ADVERTISERS, N. Y.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Importers of
F. & E. Cranz, Sumatra Tobacco,
New York, 144 Maiden Lane. Amsterdam. Grascati

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba. Placetas, Cuba.

Importers
of
Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
2 VOORBURGWAL 227 Amsterdam. Holland.
Office, 183 Water St.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK



ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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OFFICES:
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CULLMAN BROS.
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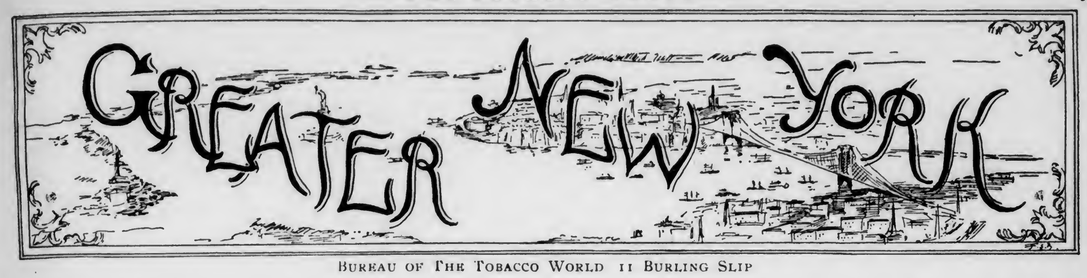
THOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of **LEAF TOBACCO**
Telephone 346 John. **150 Water Street, NEW YORK.**

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

I. J. SCHOENER. I M JACOBY
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
167 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS. Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP

All New York and his guests from out of town flocked to the opening of the Havana Tobacco Company's cigar store in the St. James Building, at Broadway and Twenty-Sixth street, on February 17. Curiosity to inspect the interior of this establishment has been on the qui vive ever since May of last year, when public announcement was first made that on this site was to materialize a cigar store that should be not only the finest cigar store in the world but the finest retail store of any kind on the globe. This promise has been kept to the letter by the Havana Tobacco Company, for the store in the St. James building is a dream of sumptuous beauty realized. Throughout the months of November, December, January and part of February, in fact, up to a very few hours before the formal opening, heavy canvas hung before each of the windows preventing even a glimpse of the wonders that were being wrought indoors. Public interest in what was going on behind those doors, however, was so keen that every scrap of information that leaked out was eagerly passed along. Thus, for instance, the fact that the massive marble columns supporting the ceiling had been imported from Italy expressly for this store, and that they are possibly the finest marble pillars in the United States, was widely discussed and served to whet the public's appetite for a sight of the marvels of which they are but a part.

The Havana Tobacco Company's advertised announcement on the morning of February 17, that the store was open for business dwelt solely upon the fact that scientists had reproduced in the humidore connected with the store precisely the climatic conditions prevailing in Cuba. Not a word was said in these announcements about the splendors of the establishment, and the public which rushed to the opening, straightway went past the splendors and demanded an instant view of the humidors and their stocks of fine imported cigar. It chanced that the weather was exceedingly cold on February 17, and it is small wonder that shivering New York wanted to get into the climate of Cuba by as direct and short a route as possible. The procession to the humidors has kept on without interruption ever since the opening. Even the ladies, of whom there are throngs, make for those humidors before feasting their eyes upon the splendid tapestries the marbles, palms and other decorations in the store. Of course, most of the scores of thousands of visitors who have inspected the humidors exhaust that subject in a very few seconds; the air they breathe is neither aromatic of tobacco nor odorous of tropical flowers, and all that they see is a series of enameled white shelves supporting boxes of cigars, yet to the trade visitors the humidors are, after all, a most interesting, if not the most interesting, part of the exhibit. The temperature and the humidity of these humidors precisely assimilate those of Cuba. This problem of reproducing in an enclosed apartment the exact temperature and humidity of Cuba was committed several months ago to Dr. H. T. Galpin, of 55 West 57th street. Dr. Galpin is the expert who is regularly in the service of the Armour packing houses. He studied every phase of his subject with, it is believed, successful results. Intelligent smokers admit that cigars manufactured from tobacco grown in Cuba are unequalled for their natural delicate flavor and aroma, and that these are referable to Cuba's soil and climate. The further north, south, east or west that tobacco is grown or shipped from the Cuban latitude, the more noticeable is the deterioration in its taste and aroma, a deterioration owing altogether to the difference in temperature and humidity. It is known to science that any organic substance can be preserved without any perceptible alteration, when certain restrictions are given to the atmosphere in which it is stored, and many products, such as meats, wines, liquors, tobacco, etc., are improved, and their value enhanced by age when necessary precaution are taken, owing to the slow oxydation of their essential oils, alkaloids and other proximate principles. In order to produce the results desired in its humidors accurate records of temperature and of the humidity in the atmosphere in Havana were daily made for a period of several years in order to determine the average atmospheric conditions in which to store cigars and develop the more delicate flavors and aroma by aging. These desired conditions, it is claimed, can now be found in these humidors controlled by the automatic and skillful regulation of temperature and moisture where no diviation can occur during the entire year, no matter what the outside weather may be.

The methods by which these atmospheric conditions are produced are as follows:

In the basement of the building is installed a complete air circulating and heating system under thermostatic control, combined with a complete humidifying system under humidostatic control.

To this end a production of cold air is required which is accomplished by a ten ton refrigerating machine and an immense bank of freezing coils over which air is circulated.

These coils at the same time perform a double purpose, first cooling the air passed through them and secondly extracting superfluous moisture therefrom. This is a very important feature in connection with the correct operation of this humidor, which is readily understood when one remembers the intensely humid hot days in midsummer in New York, days when the percentage of humidity reaches almost the precipitancy. The air on such a day as this would be exceedingly injurious for fine cigars and it is this problem that has been met through the agency of the freezing coils. After passing the atmosphere over these coils the air is circulated through a moistening apparatus which being under humidostatic control, automatically brings the air back to the required percentage of humidity, and at the same time restores it to the required degree of temperature by the automatic heating apparatus.

This air after coming through these various processes is then forced up, by means of large blow fans, to the humidors where cigars are stored.

The air movements in these humidors are so arranged that complete circulation of air through the machines and through the humidors is accomplished with just sufficient velocity to permit the laws of gravitation diffusion of the atmosphere to perform its desired functions without extraction of any flavor or aroma from the cigars.

By such absolute control of the conditions of the air in these humidors the company expects to furnish to the public cigars which will far surpass any heretofore sold in the United States markets, or even in Havana, where the temperature, though fairly equable, is not to be compared with the perfected regulations of the humidors in the store in the St. James Building. There are two humidors, one on the ground floor and one on the floor above. The two afford space for several million cigars. President J. B. Cobb has said that the store is to be run in the interest of importers who are large buyers of the cigars manufactured in Havana by the company.

"We have told these gentlemen," he said the other day, "that if they will appoint an auditor we will establish him in the store to take account of the yearly profits. These yearly profits will be refunded to our direct customers in Havana cigars in proportion to their purchases from us. And, at the start, we will buy from them the stock for the store. This is our proof that we are not seeking to invade the retail business. We simply wish to demonstrate the manner in which cigars—and only real Havana cigars are to be sold in the store—should be handled and sold."

President Cobb's statement is the key to the reason why in its advertisements the company called attention solely to its humidors.

The public will doubtless keep those humidors in ever fresh remembrance. At the same, it is the store which has dazzled, and will continue to dazzle the public's eyes.

Stanford White, whose firm, McKim, Mead & White, are the store's architects, is more than pleased with many of the details of the work, particularly with the floor, which is of marble in white and shades of gray jointed here and there with brass. But the public rarely glances at the floor; it is most occupied with the showcases which are all of plate glass, tops, sides, and shelves, and with their interesting contents; with the glistening marble walls, hung with antique tapestries from palaces in Spain or taly; with the costly marble tables; with the arm chairs covered with Cordovan leather or with cut velvet that was new in Isabella's time; with the potted palms that reach from floor to ceiling, and which cost about $250 apiece; with a $5,000 rug on the floor toward the rear of the apartment; with the painted ceiling which gives a glimpse of a perennial tropical summer, and lastly, it takes a real delight in the seven mural paintings giving successive panoramic views of Cuba. The first shows the entrance to the harbor of Havana, Morro Castle being boldly in the foreground; the second extends the view of the harbor showing Cabanas fortress in the middle distance.

The remaining five pictures carry the eye past the city of Havana and presently it is resting upon tobacco plantation in full leaf. These pictures are intended to be educational and are extraordinarily decorative.

It is no secret to those who are familiar with the work of originating the scheme of decoration in the St. James Building store, that great credit for the successful results achieved is due to the initiative of President J. B. Cobb.

***

The dishonest leaf merchant who sold Havana at marked weights is in a pickle. He has told the man who he victimized, and who hasn't yet paid for the last two bales he got from him, that he would allow him for the excess weight on those two bales but not on the other five for which the victim paid before the fraud was discovered, and the victim has retorted that unless he gets an allowance on the first five too, he won't pay for a single pound in the last two. The swindler's only recourse is to sue for the last two bales, but if he does that he will have to face a cross-examination and that might be too

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"
"Webster"
"Farragut"

Office, 209 Pearl St.
NEW YORK CITY.
Factory, Tampa, Fla.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

dreadful. So that altogether it looks as if the man who has possession of the two bales is going to come out even after all.

***

Sigmund Rothschild, of Rothschild & Bro., sailed for Europe on the Kronprinz, on February 24.

***

The signboards at the sidings of the Elevated railway stations in this city which have been utilized for the past two years to advertise the products of the Universal Tobacco Company are now monopolized to extol the merits of a well known cleansing compound. President William H. Butler of the Universal used to say that he considered these particular signboards the best advertising medium in the metropolis. Whatever can have happened to make him change his mind.

***

Sigmund Rosenwald and Fred Opp got back from their visit to Europe on the Kronprinz Wilhelm on Feb. 19. Mr. Rosenwald is accompanied by his brother, Elkan Rosenwald, of Bamberg, Bavaria, and his sister, Mrs. Heinrich Neuberger, of Bremen, Germany.

Sigmund Rosenwald and Fred Opp were on deck at the moment the Kronprinz ran into the Briton in Southampton waters. After the shock was over Fred remarked to Sigmund, "Gee, what a jolt!"

JONAS ROSENTHAL WEDS.

Jonas Rosenthal, who represents the well-known leaf house of Jos. S. Gans & Co. in the state of New York, was married on Feb. 23 at New Brunswick, N. J., to Miss Marion Blum, daughter of Mr. and Mrs. Henry Blum, of that city. The bride, who is beautiful and accomplished, was the recipient of many valuable wedding gifts. A number of the New York city friends of the young couple went to New Brunswick to attend the ceremony. Mr. and Mrs. Rosenthal are now in the South on their wedding journey. On their return they will go to housekeeping in New York city. Mr. Rosenthal is one of the sons of the late Meyer Rosenthal, one of the founders of the long established firm of Gans Bros. & Rosenthal.

DER TRUST IN DEUTSCHLAND.

A dispatch from Berlin gives currency to the rumor that Loeser & Wolff, who own many retail cigar stores in that city, have received a flattering offer for their business from the American Tobacco Company, and it is believed in the German capital that they will accept the offer.

Phones: { Keystone, 67-70 Main. Bell, 62-39 A

MUNJURA

Turkish Cigarettes

Manufactured by
M. KAUFMAN & CO.
Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail
504 S. 5th St., Philadelphia

LEAF CONSUMPTION AT NEW YORK.

The total importations of wrapper leaf at the port of New York during the month of January, 1903, were 178,071 pounds. The total importations of other leaf during the month named 1,947,725 pounds. The total withdrawals for consumption of wrapper leaf were 370,281 pounds, and and of other leaf 1,135,530 pounds. There were in bonded warehouse on February 1, of wrapper leaf 3,449,234 pounds, and of other leaf 11,809,168 pounds.

The total exports of domestic tobacco from New York in January were 5,854,896 pounds.

NO CUBAN RECIPROCITY.

Opposition to the Bliss reciprocity treaty has developed in the Cuban House of Representatives. The leaders of the majority stated on Feb. 23 that although the Senate may ratify the treaty it cannot become effective unless it is also approved by the House. They base their statement on the fact that the Constitution provides that all measures calculated to affect the revenues of the Republic must originate in the House. Senator Sanguilly, who will lead the opposition to the treaty in the Senate, predicts that the measure will be defeated.

BRAZILIAN LEAF HIGH IN GERMANY.

Cable advices from Germany are to the effect that there has been a sharp rise in the price of Brazilian leaf in Germany owing to the shortness of the last crop.

A HAVANA VISITOR.

Henry Voneiff, of the packing and Havana importing house of Voneiff y Vidal Cruz, of Havana, Cuba, and Baltimore, Md., leaves the latter city to-day for Havana. He will inspect the firm's present holdings and prepare for large purchases and packings in the Vuelta and Partido districts, where they have a warehouse.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE —Universal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15 Sent on approval. WINGET MACHINE Co. York, Pa, U.S.A. 2-28-3m

GENTLEMAN with good address and leaf tobacco experience desires a position with reliable Leaf Tobacco House, to represent them in York and Lancaster counties A1 reference. Box 61, care of The Tobacco World, Phila. 2-28-4t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE —Fifty (50) J. R Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain

Finest Havana





CIGARS



Factory, Galiano 98,
Havana, Cuba.



This Factory Being Independent is Enabled to Guarantee the Quality of its Products.



JAIME SERRABELLA,
Sole Representative of the United States and Canada.
172 Front St. New York.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market



Union Made All Sizes

Union Made All Sizes

M. Steppacher, Reading, Pa.

Hilson Factory Now Owned by A. T. Co.

[Special to The Tobacco World.]

New York, Feb. 25.

The Hilson Company, manufacturers of the widely known Hoffman House cigars and little cigars, has sold out to the American Tobacco Company.

DEATH OF SAMUEL JACKSON.

A Leading Cigar Manufacturer of Cincinnati, Who Met Death at the Cedar Rapids Hotel Fire.

[Special to The Tobacco World].

Cincinnati, Feb. 24, 1903.

The funeral of Samuel Jackson, president of the Samuel Jackson Cigar Company, who was burned to death at the Clifton Hotel fire at Cedar Rapids, Iowa, February 17th, took place here to-day. The remains were brought to this city Monday and were taken to the home of the family at Walnut Hills.

Mr. Jackson's sudden death came as a severe and unexpected blow to his family. The body was identified by Mrs. Jackson who knew from the description of the gold watch and teeth that it was that of her husband.

The funeral services were very impressive and were in charge of the Masonic fraternity. Large numbers of cigar and tobacco merchants viewed the remains and many friends, and re atives followed the body to its final resting place.

Mr. Jackson was 47 years of age. January 1 last he bought out the interest of Mr. May, his partner, in the old firm of the Jackson & May Cigar Company and organized the Samuel Jackson Cigar Company. Over 100 hands were em ployed at the factory and business was brisk. The factory is closed on account of Mr. Jackson's death.

The deceased was widely known and enjoyed the respect and esteem of all.

CINCINNATI CIGAR RETAILERS

Hold Lively Meeting and Elect Directors—The Mayville Tobacco Fair—Leaf Market Quiet.

Cincinnati, O., Feb. 23. 1903.

The Cincinnati Cigar and Tobacco Dealers' Association held its second meeting in this city, at the Palace Hotel, Friday afternoon last. The constitu ion and by-laws, as presented by the committee appointed at the Burnet House meeting, to draft them, were adopted with but little alteration. The election of six directors resulted in electing without opposition, Samuel Joseph, John C. Davis, and John D. Kleyman, of Covington, Ky., and Charles Krohn, Arthur R. Morgan, and Samuel Straus. A letter addressed to J. L. Steubenrauch, and signed S. E. Moorhead, was read, which created something of a panic among the members. It was in answer to one Mr. Steubenrauch had written relative to an offer he had made for the sale of his store.

Part of the letter reads: "In reply, will say that we are not buying or starting cigar stores in Cincinnati or any other place. However; if your store is well located, I refer you to J. S. Hill, of your city, with whom you may be able to make satisfactory arrangements."

The cigar leaf men as well as the manufacturers of cigars are using their influence in the interests of the association and the Burley tobacco men have been urged to lend their suppo t. The Burley men say their sympathy is with the association but blame the retailers for the position in which the Burley trade is now placed and probably will not take a hand in the game until the retailers take a more decided stand on trust goods.

The F. F. V. train on the C. & O. railroad which left at noon Saturday carried two special coaches containing over one hundred of the leading business men of Cincinnati, as guests of the Business Men's Club, for the Tobacco Fair at Maysville, Ky. The Business Men's Club Band accompanied the party. Louisville also sent a delegation of business men to the fair to outrival Cincinnati. The Queen City last year outbid Louisville at the fair for samples of fine leaf tobacco and Cincinnati tobacco men are prepared to carry off the prize samples again. The Cincinnati delegation will be entertained at an informal banquet at the Central Hotel, Maysville. The tobacco men of the party who left on the train were: Richard Fritz, of Fritz Bros., cigar manufacturers; W. D. Spalding, John Hallanhan, W. D. Collins, Edgar Ellis, J. B. Hizer, J. L. Hite, J. A. Downard, T. H. Kirk, Harry Spillman, W. H. Whiteman, T. S. Hamilton, Joe Cantor and James Ellis.

The weather last week was very much against the leaf men here and sales in consequence were comparatively light.

The Samuel Hirsch Co. has purchased the Cassino M. Clay brand from Strang, Marblestone & Co., and will push the sale of the cigar from now on.

The H. Tietig & Bro. fire resulted in but a very slight loss and they have resumed their business which is chiefly confined to the Western States.

The remains of Samuel Jackson, of the Jackson & May Cigar Co., 424 East Eighth street, who was burned to death in the Cedar Rapids hotel fire, reached Cincinnati Monday morning and were at once taken to the family residence. The funeral was held Tuesday afternoon and was attended by many members of the tobacco trade as well as sorrowing friends and relatives.

The R. F. Vogt Tobacco Company has opened a new cigar store at Louisville, Ky., spoken of as being regally furnished and truly handsome in appearance.

Canadian newspapers warmly praise the large cigar factory of J. M. Fortier at Montreal. It occupies a six-floored building and turns out 30,000 cigars a day.

TRADE-MARK REGISTER.

AUNT PEGGY. No. 13,957.
For cigars. Registered Feb. 17, 1903, at 9 a. m., by J. B. Koser & Co., Lancaster, Pa.

DAVY JONES. No. 13,958.
For cigars. Registered Feb. 17, 1903, at 9 a. m., by J. B. Koser & Co., Lancaster, Pa.

SHIVERS' YELLOW ROSE. No. 13,959
For cigars. Registered Feb. 18, 1903, at 9 a. m., by H. D. Shivers & Co., Inc., Philadelphia, Pa.

SHIVERS' LA ROSA BLANCA. No. 13,960.
For cigars. Registered Feb. 18, 1903, at 9 a. m., by H. Shivers & Co., Inc., Philadelphia, Pa.

BETWEEN THE TWO. No. 13,961.
For cigars, cigarettes and cheroots. Registered Feb. 18, 1903, at 9 a. m., by the Benninghaus Tobacco Co., Baltimore, Md.

LA ESPERANZADA. No. 13,962.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered Feb. 19, 1903, at 2 p. m., by M. Hernandez, Philadelphia, Pa.

PINOCHLE SPORTS. No. 13,963.
For cigars. Registered Feb. 20, 1903, at 11 a. m., by Anderson Bruce, Philadelphia, Pa.

PRECEPTOR. No. 13,964.
For cigars. Registered Feb. 23, 1903, at 9 a. m., by E. L. Simon & Co., Philadelphia, Pa.

HONEST TOM. No. 13,965.
For cigars. Registered Feb. 23, 1903, at 9 a. m., by Samuel A. Sopher, Baltimore, Md.

REJECTIONS.

"Rambler," "Mr. Dooley," "Rossmere"

CORRECTION.

"Don Royal," registered January 21, 1903, for M. Hernandez, Philadelphia, Pa., should have been for I. Lowengrund, Philadelphia, Pa.

PHILADELPHIA

IN HONOR OF G. W.

Many of the Philadelphia cigar factories observed last Monday as a holiday in honor of George Washington's Natal day, and were closed all day. A number worked but half a day, closing down at noon. Factories rushed with orders, however, thought it best to have their employes work all day, and as the employes were in a day's wages and not out, they were satisfied with the arrangement.

WILL BOOM THE PETE DAILEY.

Theodore Werner, president of the T. J. Dunn & Co. cigar factory, was in Chicago and other Western cities last week, establishing agencies for the sale of the company's products and otherwise arranging the business of the firm. Mr. Werner said in Chicago that the company contemplated doing some extensive advertising of the Pete Dailey cigar in the West and that its sale would be vigorously pushed.

FOURTH ANNUAL CONVENTION.

The fourth annual convention of the Eastern Cigar Box Manufacturers' Association, is to be held at the Hotel Hanover, Philadelphia, commencing Wednesday, February 25th. Members of the association are expected to be present from Boston, Elmira, Reading, New York city and many Pennsylvania cities and towns as well as from the Quaker City itself. The association held its semi-annual meeting last fall, convening at Tagg's Mænnerchor Hall at 2 o'clock p. m., September 29. Henry H. Sheip, of Philadelphia, is president of the association and E. F. Defebaugh, secretary. Owing to his absence in Florida, Mr. Sheip will not preside at the present convention. Matters of interest and importance to the cigar box trade will come up for discussion and action and will be intermingled with social features. Additional news of the convention will be given in next week's Tobacco World.

NEW CIGARETTE MANUFACTORY.

E. Rabinovitch & Co. have leased the large store at 608 Arch street, and as soon as alterations and improvements are completed, will occupy it as a cigarette manufactory and retail cigar and tobacco store. The firm will manufacture Egyptian and Turkish cigarettes a line of trade with which E. Rabinovitch & Co. have had past successful experience.

AN APPRECIATED INNOVATION.

An unusually handsomely furnished and equipped retail cigar store has been opened at 142 North Eighth street, by William Catlin, formerly a salesman with the American Tobacco Co. An innovation introduced by the proprietor, to-wit, a large, comfortably furnished smoking room at the rear of the store, is being appreciated by many of Mr. Catlins' patrons. He is pushing the sales of the Key West cigars of the Metropolitan Cigar Co.

DUNN & CO. FACTORY TO MOVE.

T. J. Dunn & Co., cigar manufacturers, have taken quarters in the Potts building on Cherry street and will shortly remove its factory there from its present quarters on North Broad street. The factory building on North Broad street, occupied by T. J. Dunn & Co's United States Cigar Factory is owned by the estate of the late Henry Heymann.

RESPONDED TO A TOAST.

At the fourteenth annual banquet of the Bramble Club, a social organization, held at Tagg's Mænnerchor Hall, Franklin street and Fairmount avenue, last Monday evening, Richard T. Gumpert, the well-known cigar manufacturer, responded to the toast "Woman." Mr. Gumpert's remarks are said to have been duly appropriate and witty and he was given hearty applause at the close of his address.

SUNDAY CLOSING MOVEMENT.

The crusade of the Sabbath Closing Association of Philadelphia against retail cigar and candy dealers who do business on Sunday continues, much to the disgust of storekeepers who have been arrested and fined. One cigar dealer, on a main thoroughfare, after his first arrest, continued to keep open on Sunday but sent the amount of his fine to the magistrate's court and waived putting in an appearance. Interested retailers are waiting to learn the fate of the Berkelbach bill, introduced in the Legislature, which, if passed, will permit them to sell cigars and candy on Sunday. It is conceded that the bill has a slim chance of being passed, and retailers have the alternatives of closing on Sunday or paying a fine staring them in the face.

HEYMANN & CO. CIGAR COMPANY

The Heymann & Co. Cigar Company has been incorporated under the laws of New Jersey, at Camden, with a capital of $100,000. The officers of the new company are: Joseph C. Heymann, president, and Harry Schoenthal, treasurer. Mr. Heymann was long associated with his father, the late Henry Heymann, in managing the T. J. Dunn & Co. cigar factory. Mr. Schoenthal, the treasurer of the new company, was for 15 years in charge of the North Broad street factory of T. J. Dunn & Co. and is credited with having a thorough knowledge of cigars and their manufacture. The new company was incorporated for the purpose of manufacturing cigars and transacting a tobacco business generally and will open factories at Key West, Fla., and in Philadelphia. Additional news concerning the new company will be given soon by The Tobacco World.

"PENNSY" WILL RUN RESTAURANT.

M. Riley, who has had the lease of the Broad Street Station restaurant of the Pennsylvania railroad, will be superseded April 1 by the railroad company itself, which will take over the restaurant and operate it on and after that date. Mr. Riley is quite well-known to the cigar and tobacco trade of the Quaker City on account of having purchased, in his time, thousands of dollars' worth of cigars and his tobacco trade friends will wish him success in whatever line he chooses to cast his lot after his present restaurant lease expires.

BELIEVE IN ADVERTISING.

It is a subject of comment that Philadelphia cigar manufacturers are good advertisers and that they do not confine their efforts to any one form of advertising. Go where one will the ever-familiar advertisement of Eisenlohr's Cinco greets the eye from awning, sidewalk stand or window. On the large dead wall at Fourth and Market streets are two large signs setting forth the merits of cigars, one of them being Lipschutz's 44. Large head boards on the tops of the Camden street cars have painted upon them Gumpert's Maneto and one can see the signs from a long distance. On Broad street at night the name of another popular cigar is set forth with bright, variegated electric lights which can be seen almost half a mile away. The "sandwich man" was utilized by one firm to announce the merits of its leading brands and in more than one ferry boat, house, and street car are the signs of other well-known manufacturers. In hundreds of business offices are found handsome calendars which advertise popular cigars made by Philadelphia manufacturers and any number of card cases, memorandum note books, etc., occupy the pockets of thousands of cigar smokers who have received them as souvenir presents.

INTRODUCING NEW PRODUCTS.

Moss & Geppert, of 102 Arch Street, who formerly were the representatives of the John J. Bagley Company, of Detroit, are now representing the Nall & Williams Tobacco Company, of Louisville, Ky. They are also selling agents for the P. T. Conrad & Bailey Company, of Richmond, Va., and are putting on this market that firm's latest products, viz: Mahogany Blend, a cut plug and Cherry Blend, a granulated tobacco.

CONTROLLED BY THE DOERHOEFERS.

Since they accepted the agency of The Manufacturers' Tobacco Company, of Louisville, Ky., Arthur Hagen & Co., of North Front street, have been pushing the products of the company with decided success. The Manufacturers Tobacco Company is controlled by the Doerhoefers and all the old salesmen have been re-instated. A new and much larger line of goods are being manufactured and offered to the trade.

BATROFIN—BLATT.

Joseph Batrofin, manager of the South Street store of M. Scheinfeldt, was married recently to Miss Bessie Blatt, the accomplished sister of F. Blatt, the well-known dealer and manufacturer at Forty-First street and Lancaster avenue.

MOSTLY PERSONALS.

H. E. Stevenson, representing E. Rosenwald & Co., of New York, has been a visitor to the Philadelphia trade this week, and as usual, has booked his percentage of orders.

George Newman, of the leaf house of Young & Newman, reached home on George Washington's birthday. Mr. Newman had such a severe cold he could hardly speak, but he was happy. He had booked many good orders.

W. E. Dotts, of the leaf house of Dotts & Keely, left Wednesday morning for a regular trip through the State. He has the usual sized "order book" along, and it will come back with his share of "send-me-so-muches."

A. Cook, with Dempsey & Koch, manufacturers of the popular Consumo, is home again from the west with a fine lot of orders for the house. Mr. E. Dempsey, of the firm, is now "en route" through New Jersey and New York, and almost every letter received from him contains good orders for more of the firm's excellent smokers.

Ventura Blanco, the well-known cigar manufacturer at 439 Arch street, left for Cuba last Saturday, where he will look after tobacco purchases and other business. He will be gone a month.

Isidor Langsdorf, of the A. Roig & Langsdorf cigar factory, reached home from Havana last week.

John H. Boltz, of Boltz, Clymer & Co., who recently returned from a successful Western business trip, left for Havana Thursday. He will remain some little time and will probably purchase tobaccos for the factory.

M. J. Dalton sailed from New York last Saturday for Havana.

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS

Three for Five Cents

BEN ROY Cigarros

Five for Five Cents



MINUETTE Cigarros

Ten for Ten Cents

ITABA CROOKS CIGARS

Three for Five Cents

Main Office, Hanover, Pa.



10c.

A Perfect Cigar

5c.

A Delicious Smoke.

Strictly Hand-Made.



They are Deservedly Popular

MANUFACTURED BY

CHARLES M. YETTER

READING, PA.

We use the *Blue Label* of the

Cigarmakers' International Union of America

WE SOLICIT YOUR CORRESPONDENCE

L. M. Newburger, of Stewart, Newburger & Co., is looking after the firm's interests in the West and will not be home until about March 1.

H. Nathan, with L. Loeb & Co., is in the West and was a recent Milwaukee visitor.

Letters received from M. Kaufman, who is visiting the Western trade for the Loeb-Swartz Co., leaf dealers, show that he is booking his share of orders and that the trade in the West generally is good.

William C. Lesher has been appointed Philadelphia representative for the Henry the Fourth cigar, manufactured by Bustillo Bros. & Diaz of New York. He will have headquarters with Showell & Fryer, Juniper and Market street.

John T. Dee, western salesman with the Theobald & Oppenheimer cigar factory, was a Denver, Col., visitor last week and earlier in the month booked a number of good orders in Kansas City.

Leopold Loeb, with the well-known leaf house of L. Loeb & Co., is home again after a pleasant and profitable trip to Havana.

PHILADELPHIA LEAF MARKET

During the past week there has been a general recuperate tone to the leaf market. That means that business is improving. In fact, quite a number of the leaf men say that the holiday "quiet spell" is a thing of the past; that spring business is beginning to "cast its shadow before," and that ere long the leaf market will be lively and brisk.

The demand has been for old stock—such as the 1899 Wisconsins, Pennsylvania Broadleaf B's and Connecticuts. When the 1899 leaf could not be secured at buyers' prices, they asked for 1900 and even the 1901 crops. Prices have been firm on old stocks; in fact, as already noted in The Tobacco World, the tendency is towards a rise in price, and one leaf house manager stated he confidently expected prices on all old stocks to increase not less than one cent per pound.

Transactions in Sumatra and Havana leaf have been better. Business in these lines has been so fair, in fact, that leaf houses are led to believe that immediate future sales will be good.

EXPORTS.

Grand Cayman, B. W. I.—500 cigars; 9 packages manufactured tobacco.

Antwerp.—97 tons tobacco.

Liverpool.—7 tons tobacco.

SENATE COMMITTEE FAVORS SUNDAY SELLING BILL.

The Senate Committee on Law and Order, at its meeting Tuesday afternoon, decided to report favorably the bill introduced by Senator Berkelbach which permits drug, cigar, confectionery and other stores to keep open and make sales on Sunday. If the Berkelbach bill passes the Legislature it will repeal the old Blue Law of 1794, now in force, which forbids the sale of cigars and other merchandize on Sunday.

Growers in New York State complain that a new disease called "mold" is injuring their crops. Government experts have been unable to identify "mold"—have never seen it before.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 co each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000 00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,795,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,358	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509,855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.



E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR

EVERY DAY

Chief Rabban *Lady Mar*

Wyoming Elk *Ortho*

La Caribbean *Nickname*

Quality Counts in the product of

The Penn Cigar Co., Reading, Pa.

John H. Witter,

Manufacturer of *Newmanstown, Pa.*

FINE HAVANA HAND MADE

CIGARS

Lord Gloster--10c.--Henry W. Sage

Dundreary, 5-cent

WM. H. REDCAY

READING, PA.

MAKER OF

HIGH GRADE HAND MADE **Havana Cigars**

UNION MADE.

Famous Brands:

RINGOLD and FUDGE, 5c.

KEY WEST HAVANA, 10c.

Write for Prices. Jobbing Trade Solicited.

COLD WEATHER AT YORK

Has Depressing Effect on Leaf Tobacco Market—1900 Crop Still in Demand —Cigar Manufacturers Busy.

York, Pa., Feb. 23, 1903.

The past week has been the dullest since the first of the year in York leaf tobacco market. The slump is not attributed to any falling off in the demand for goods, but on account of the extreme cold weather and the badly blocked roads by snow. Several leaf houses made a series of good sales during the week, but the volume of business was not as great as has been the case since January 1. There are still inquiries for 1900 goods, but the market is practically bare of such goods. Prices still continue to be firm.

The severe cold weather and heavy snow storm has put a stop to the delivering of the 1902 crop to the local warehouses and to the railroads for shipment. Scarcely any deliveries were made during the week, as some of the country roads were closed by drifted snow. As soon as the weather moderates some big shipments of 1902 leaf will be made from York and vicinity. Several large shipments of last year's crop have been made within the past ten days from Bridgeton and Fawn Grove. It is said that considerable 1902 tobacco still remains unsold in Fawn Grove and vicinity.

Michael H. Engle, of Lancaster, representative for Sutter Bros., has made some heavy purchases of 1902 leaf tobacco in York county. He has made several large shipments already from this vicinity to the Sutter packing warehouse in Lancaster. Mr. Engle is well known to the tobacco growers of York county, and has their confidence and esteem because of fair and honest dealings in past years.

York county cigar manufacturers are well pleased with the present conditions as the outlook for the future is full of hope and encouragement. The wonderful activity in the cigar making business still continues and what has heretofore been considered one of the dull periods of the year has passed without any let up in the demand for goods. Preparations are now being made for the spring trade and it is probable that some new novelties will make their appearance in the spring from York county factories. Cigar manufacturers throughout the county are working to the limit of their output and employing all the cigarmakers available. The out put is very large in this section, and would be still further increased if more cigarmakers could be found. Advertisements for cigarmakers still appear in the newspapers.

The Winget Machine Company, of this city, is enjoying a large trade these days. During the past few weeks large orders have been received for the Keystone bunching machines and cigar molds.

George S. Schmidt has given notice through the newspapers that he will apply to the Governor of Pennsylvania for a charter on March 9 for an intended corporation to be known as the Globe Cigar and Tobacco Company, which will manufacture and sell cigars, cheroots and smoking and chewing tobacco. The incorporators are Charles A. Bayles, John Shindler and Adam K. Bayles, are of York.

John P. Huber, an aged and well known resident of York, died last Thursday. He was 84 years of age, and prior to the civil war was one of the largest cigar manufacturers in the State, his factory being located in Philadelphia. He met with reverses in business and then took up his residence in York, where he resided until his death. He was a member of Concordia lodge, No 67, Free and Accepted Masons, of Philadelphia. His only surviving daughter, Mrs. Ella Bailey, resides in Philadelphia.

H. F. Kohler, the leading manufacturer of Nashville, reports business in a flourishing condition. The only trouble he now is experiencing is the lack of cigarmakers. He has plenty of orders on hand, but can't fill them fast enough because of a lack of hands. During the past week Mr. Kohler made a number of big shipments of fine cigars to western points.

George S. Mayer, of the firm of Jacob A. Mayer & Bro., cigar manufacturers, was elected chief burgess of the borough of North York at the election Tuesday, February 17. Mr. Mayer was the candidate on the Democratic ticket, and defeated his opponent by a big majority. That he is popular with the residents of North York is proved by the fact that North York generally goes Republican. Mr. Mayer was serenaded on election night after the vote was counted.

W. H. Raab, one of the leading cigar manufacturers of Dallastown, has had plans and specifications prepared for the erection of a fine cottage home, to be built in Dallastown. The new dwelling will be one of the handsomest and most conveniently arranged in lower York county.

USE OUTDOOR DISPLAY

We Furnish Estimates To Advertise Anywhere

PAINT OR POSTER

Sketches and Designs FREE

The BILLPOSTING SIGN CO.

814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings

Submit sample by mail and put name and address on parcels

INTERNATIONAL TOBACCO COMPANY

204-206-208 East 27th Street, NEW YORK

A sure cure for Dry Cigars and Tobacco.



A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 28, 1902, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco. Water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 14x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 8x7x1½ for each wall case shelf; 8x18x30 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R R



E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.

Selected B's and Good Tops a Specialty.

SONDHEIMER & SMITH,

Packers of and Dealers in **LEAF TOBACCO**

LANCASTER, PA.

P. L. Leaman & Co.

Packers and Dealers in ***LEAF TOBACCO***

145 North Market Street,

Lancaster, Pa.

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,

Packer of and Dealer in ***Leaf Tobacco***

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

Packer of

I. H. Weaver, Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St.,

Lancaster, Pa.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street

LANCASTER, PA.

A. W. ZUG
High-Grade Cigars
EAST PETERSBURG, PA.



Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

TRADE BRISK AT READING.

Taylor Bros.' Tobacco Company Apply for Charter— Valentine & Son Branch Out—Other Interesting News.

The Taylor Bros.' Tobacco Company, with factory and office at Carpenter and Cherry streets, through its attorneys, Reilly & Deysher, made application at Harrisburg on Thurday for a charter. The new firm will be known under the above name and the capital stock will be increased to $25,000. John T. Taylor, the present efficient head of the company, will be retained in the same capacity. Under his able management the firm's business has grown rapidly. Stock has already been subscribed for by leading tobacco merchants located at Allentown, Bethlehem, Easton, Norristown, Philadelphia and this city. For some time the firm has had a much larger amount of business than it could handle with its available capital, which necessitated the formation of the stock company. It is the intention of the firm to double the capacity of the plant. At present twenty-five hands are employed and the number will be increased to seventy-five. Numerous changes will be made to the factory and new machinery added. The office will be located on the first floor. Through the aggressive efforts of Mr. Taylor, president of the company, many orders have been secured from new fields and the demand for their goods is larger than ever. They manufacture everything in the smoking and chewing line excepting plug tobacco and goods are shipped as far west as Nebraska and as far south as New Orleans. The firm manufactures twenty different brands and besides make a number of private brands for leading dealers in Reading and elsewhere. Their latest brands are Old Dominion, Long Cut, Colonnial Club Mixture, Charter Oak Cut Plug and Calumet. The trade marks on the leading staple brands are valuable for premiums.

A. S. Valentine & Son, cigar manufacturers of Womelsdorf, Berks county, who leased the four-story building at 116-18 North Seventh street, Philadelphia, expect to begin operations at their new factory about March 1. They have two factories at Womelsdorf, employing about 200 hands. They have built up an enormous trade and will continue their factories at Womelsdorf as heretofore. To The Tobacco World representative George H. Valentine said: "Our firm is making a specialty of Spanish work and we are able to cope with the best factories in the country. Of late we have been completely swamped because of our inability to secure sufficient hands on high grade cigars. Plenty of help can be secured throughout the county but not on this class of work and for this reason we decided to start a factory in Philadelphia. Our factories at Womelsdorf will be kept running as heretofore. Our business on high grade goods has increased considerably; in fact our output is double what it was a year ago. We were compelled to take this action in order to supply our trade." George H. Valentine will be in charge of the Philadelphia factory. When this is in full operation the firm will carry on its pay rolls about 700 employes.

Alderman N. Robert Tomlinson, a well-know cigar manufacturer of this city, was re-elected alderman on the Republican ticket of the Sixteenth ward by a large majority. Mr. Tomlinson holds more political jobs than any other man in Reading. In addition to being an alderman, he is also a representative of the Sixteen h ward in the School Board and is a tax collector, too. He is the manufacturer of the Magistrate cigar, in 5 and 10 cent cigars, and enjoys a large trade. Mr. Tomlinson will be well taken care of in the next five years.

Reading's cigar box industry is very busy, the boom in the cigar trade causing the boom. The factories are busier than they were in January and are rushed with orders. The output for 1903 will be considerably larger than that for the past year. A number of factories are running overtime.

A. Thalheimer & Sons, box manufacturers, have a big sale for their cedar moth-proof chests and have orders that will keep them busy for some months. A. Thalheimer, who is in Cuba, will remain another month to attend to business interests there. He writes that there are excellent business opportunities in that island for men with capital.

Stewart, Newberger & Co., are running with an increased force of hands and have put a number of new hands to work. They recently made a number of improvements to their plant.

The Penn Cigar Company is working with a full force of hands and reports the trade outlook bright. They say there is a large demand for their leading brands.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Occasional sales are reported at greatly varying prices, and from all parts of the valley, and we know of no help for it, except what co-operation has to offer. We can see no reason for the great disparity in prices. When careful growers are living alongside each other, owning the same kind of soil, why should one get 20c, the other but 9 or 10c, or 19c for 70 cases, and his neighbor directly opposite only 8c? If each was assorted and the pole-sweat removed, I should say the eight-cent crop should be the best. The only remedy the writer can devise is co-operation. He has before him a letter from an experienced grower, now about sixty years of age, in which he gives some pertinent facts: "Tobacco is coming out much better than was expected. Sales have been at low figures, from 6c to 10c, and others at from 10½c to 14¾c. We sold ours at 14c in the bundle, and have been sorry ever since. We had 17 acres and it yielded 14 tons." So his crop brought him $3,920, and 6 acres of onions and 12 of corn. He says that something must be done to hedge in the trade in tobacco.

Our correspondents write:

Whately: "We have to report the sale by John Halloran & Son of 12 acres, at 12c in the bundle."

North Hatfield: "We have one more sale to report; 4 acres, at 10c in the bundle. It should have brought 15c, or more.

Suffield, Ct.: "Sales as follows: 10 acres sold at 21c; one sale at 16c; one at 14c; one at 12c, and one at 9c. All these crops were raised within one mile, and four of them within one-half mile. All by careful growers. Please draw your own inferences."

Northampton: "Four acres of Havana seed sold by John C. Phelps at 12c. The McGrath Brothers have 30 hands assorting and force-sweating it."

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

J. E. SHERTS & CO.



Manufacturers of
High-Grade Seed and Havana CIGARS
Lancaster, Pa.



R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.



F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Van Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.

Pouch Cigars—**Three Hits**—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. **Investor**—5 Cents
Phares W. Fry, Lancaster, Pa.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
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STRICTLY UNION-MADE GOODS

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High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
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WE CAN SAVE YOU MONEY
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Knives, Boards, Cutters,
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Capacity, 75,000 per day. Established 1876.

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RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Conway: "Only a few lots of tobacco remain in the growers' hands. C. F. Elmer and G. H. Johnson are having theirs assorted, and H. F. Newhall is assorting his own, and finds it much better than he had supposed. I think many of the growers would find the same if they would assort it."

Putney, Vt.: "There is quite a feeling in favor of a combination of tobacco growers for mutual protection in the sale of our crops. The speculators seem determined to stop the trade, and only offer filler and binder rates for our leaf. There are quite a number of crops here unsold."—American Cultivator.

BALDWINSVILLE, N. Y.

There has been considerable activity in the local market this week and buyers have been out every day notwithstanding the severe weather. S. M. Wallack, of Mt. Vernon, representing G. Falk & Bro., New York, has been registered at the Seneca House and has been riding with J. T. Skinner, the firm's local representative. H. A. McComas, of Philadelphia, representing Carl Straus & Co., has been riding with F. M. Dunham. J. Wallace Lee has made a number of purchases for Gieske & Niemann, of Baltimore, and on Wednesday the firm received a large amount of their recent purchases, which was stored in the old D., L. & W. R. R. freight house temporarily owing to a lack of cars in which to ship. Prices on recent sales remain the same as reported last week.—Gazette.

MIAMISBURG, O.

Buying of the 1902 Zimmer last week was not alone spirited, but also exciting. The regular buying force of the larger packing concerns was augmented by the addition of extra buyers, and as the race waxed from hot to hotter the price was also increased in relative proportion. Competition became so fierce that in a few days the price was advanced from 8c to 10c through. A large amount was contracted in a surprisingly short period of time—in fact, it is believed the amount secured at the higher figures is much in excess of what was desired. At any rate nearly all of the buyers have been withdrawn, operations are almost at a standstill, and farmers who turned a deaf ear to 9c would now cheerfully accept it. A respectable quantity of seedleaf was also booked at prices ranging from 5c to 7c through, but the great rush was for Zimmer. It is believed that half of the entire crop has been bought up.

Receiving is now engaging the attention of packers, streams of farm wagons laden with tobacco being almost daily in evidence on our streets.

The local warehouses are beginning to start their forces of spriggers to work, and soon the entire tobacco industry will be in full blast.

Besides their plant at Hamilton, and a branch at Franklin, the Louis Newburgh Co. expect to operate a force of workpeople in Miamisburg also.—News.

EDGERTON, WIS.

Nothing has developed during the week to vary the conditions that have prevailed for some time past in the local markets. A moderate movement from first hands of both new and cased goods continues, though but little trading has been done in the country during the week.

Bitters & Co. of Stoughton, sold 140cs of 1901 to Child.

The old leaf market reveals no new features and a moderate business to manufacturers only being reported.

A week of zero weather has curtailed the deliveries at the warehouse points but packers have ample stock on hand to keep a full force of help at work and the packing of the crop is being crowded along with all possible dispatch. The wage pay roll of tobacco help exceeded $10,000 in this market the past week.

The coming meeting of the Wisconsin Tobacco Growers and Dealers' association at Madison on the 25th should receive the attendance of every one interested in the industry.

Shipments, 662 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts this week, 839 hhd; offerings on the breaks, 34 hhds; sales, 46 hhds.

The offerings this week were of the lower grades of leaf and a few lugs. The market was steady at former prices and rejections were few.

The loose tobacco season is nearly over, and attention will be turned to the prized market.

Severe winter weather has returned to us, ushered in by heavy rain flooding all water courses bank full, followed by high winds and a five inch snow, and very cold weather, the thermometer registering 2 degrees the 17th, 10 degrees the 18th, and 2 degrees this morning checking all movement of the crop.

HOPKINSVILLE, KY.
M. D. Boales.

During nearly all the week zero weather prevailed, causing all factories to shut down and stopped movement of loose tobacco, with no sales made on floor. Old hhds tobacco continues to move out in lots and stock is getting smaller every week. The movement of old tobacco shows that the trade is realizing the good quality as well as the low price it is selling at. It consists of Leaf, Common, 6½ to 7¼c; Medium, 7½ to 8½c; Good, 8½ to 10c; and 22 to 28 inches long, generally good condition. New hhds. tobacco—nothing doing on the breaks, prices:

Lugs Low—4 to 4½ Com., 4½ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 6c.

Leaf Low—5 to 5¾ Com., 5¾ to 6½c; Med., 6½ to 7½c; Good, 7½ to 8½c.

Very small percentage of light and red colors in the new crop and the leaf ranges 12 to 22 inches of dark and brown color with fair to good body.

Receipts for the week, 335; year, 2,635; sales for the week, 50; year, 313.



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OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand.

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STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.





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5c. EIGHT SIZES. 10c.
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FINE SUMATRAS a specialty. YORK, PA.

THE STOLEN CIGAR CASE.

(Continued from p. 6.)

over-coat sleeve, shaking the sleeve down from the armhole to the cuff with his deft fingers. "Come again soon!" he said, clapping me on the back.

"At any and all times," I said enthusiastically; "I only ask ten minutes twice a day to eat a crust at my office, and four hour's sleep at night, and the rest of my time is devoted to you always, as you know."

"It is indeed," he said, with his impenetrable smile.

Nevertheless, I did not find him at home when I next called. One afternoon, when nearing my own home, I met him in one of his favorite disguises,—a long blue swallow-tailed coat, striped cotton trousers, large turn-over collar, blacked face, and white hat, carrying a tambourine. Of course to others the disguise was perfect, although it was known to myself, and I passed him—according to an old understanding between us—without the slightest recognition, trusting to a later explanation. At another time, as I was making a professional visit to the wife of a publican at the East End, I saw him, in the disguise of a broken-down artisan, looking into the window of an adjacent pawnshop. I was delighted to see that he was evidently following my suggestions, and in my joy I ventured to tip him a wink; it was abstractedly returned.

Two days later I received a note appointing a meeting at his lodgings that night. That meeting, alas! was the one memorable occurrence of my life, and the last meeting I ever had with Hemlock Jones! I will try to set it down calmly, though my pulses still throb with the recollection of it.

I found him standing before the fire, with that look upon his face which I had seen only once or twice in our acquaintance—a look which I may call an absolute concatenation of inductive and deductive ratiocination- from which all that was human, tender, or sympathetic was absolutely discharged. He was simply an icy algebraic symbol! Indeed, his whole being was concentrated to that extent that his clothes fitted loosely, and his head was absolutely so much reduced in size by his mental compression that his hat tipped back from his forehead and literally hung on his massive ears.

After I had entered he locked the doors, fastened the windows, and even placed a chair before the chimney. As I watched these significant precautions with absorbing interest, he suddenly drew a revolver and, presenting it to my temple, said in low, icy tones:

"Hand over that cigar case?"

Even in my bewilderment my reply was truthful, spontaneous, and involuntary. "I haven't got it," I said.

He smiled bitterly and threw down his revolver. "I expected that reply! Then let me now confront you with something more awful, more deadly, more relentless and convincing than that mere lethal weapon,—the damning induction and deduction proofs of your guilt!" He drew from his pocket a roll of paper and a note-book.

"But surely," I gasped, "you are joking! You could not for a moment believe"—

"Silence! Sit down!" I obeyed.

"You have condemned yourself," he went on pitilessly. "Condemned yourself on my processes,—processes familiar to you, applauded by you, accepted by you for years! We will go back to the time when you first saw the cigar case. Your expressions," he said in cold, deliberate tones, consulting his paper, "were, how beautiful! I wish it were mine! This was your first step in crime—and my first induction. From 'I wish it were mine' to 'I will have it mine,' and the mere detail, 'How can I make it mine? the advance was obvious. Silence! But as in my methods it was necessary that there should be an overwhelming inducement to the crime, that unholy admiration of yours for the mere trinket itself was not enough. You are a smoker of cigars."

"But," I burst out passionately, "I told you I had given up smoking cigars."

"Fool!" he said coldly, "that is the second time you have committed yourself. Of course you told me! What more natural than for you to blazon forth that prepared and unsolicited statement to prevent accusation. Yet, as I said before, even that wretched attempt to cover up your tracks was not enough. I still had to find that overwhelming impelling motive necessary to affect a man like you. That motive I found in the strongest of all impulses—love, I suppose you would call it," he added bitterly. "That night you called! you had brought the most conclu-ive proofs of it on your sleeve."

"But—" I almost screamed.

"Silence!" he thundered. "I know what you would say. You would say that even if you had embraced some Young Person in a sealskin coat, what had that to do with the robbery? Let me tell you, then, that that sealskin coat represented the quality and character of your fatal entanglement! You bartered your honor for it—that stolen cigar case was the purchaser of the sealskin coat!

"Silence! Having thoroughly established your motive, I now proceed to the commission of the crime itself. Ordinary peop'e would have begun with that—with an attempt to discover the whereabouts of the missing object. These are not my methods."

So overpowering was his penetration that, although I knew myself innocent, I licked my lips with avidity to hear the further details of this lucid exposition of my crime.

"You committed that theft the night I showed you the cigarcase, and after I had carelessly thrown it in that drawer. You

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Superior OHIO Tobaccos

Consisting of

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Price, $1.00. Large Discount in quantities.

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Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.

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were sitting in that chair, and I had arisen to take something from that shelf. In that instant you secured your booty without rising. Silence! Do you remember when I helped you on with your overcoat the other night? I was particular about fitting your arm in. While doing so I measured your arm with a spring tape measure, from the shoulder to the cuff. A later visit to your tailor confirmed that measurement. It proved to be the exact distance between your chair and that drawer!"

I sat stunned.

"The rest are mere corroborative details! You were again tampering with the drawer when I discovered you doing so! Do not start! The stranger that blundered into the room with a muffler on—was myself! More, I had placed a little soap on the drawer handles when I purposely left you alone. The soap was on your hand when I shook it at parting. I softly felt your pockets, when you were asleep, for further developments. I embraced you when you left—that I might feel if you had the cigarcase or any other article hidden on your body. This confirmed me in that belief that you had already disposed of it in the manner and for the purpose I have shown you. As I still believed you capable of remorse and confession, I twice allowed you to see I was on your track; once in the garb of an itinerant negro minstrel, and the second time as a workman looking in the window of the pawnshop where you pledged your booty."

"But," I burst out, "that was one of your suggestions—to search the pawnshop!"

"Do you suppose I followed any of your suggestions, the suggestions of a thief? On the contrary, they told me what to avoid."

"And I suppose," I said bitterly, "you have not even searched your drawers?"

"No," he said calmly.

I was for the first time really vexed. I went to the nearest drawer and pulled it out sharply. It stuck as it had before, leaving a part of the drawer unopened. By working it, however, I discovered that it was impeded by some obstacle that had slipped to the upper part of the drawer, and held it fast. Inserting my hand, I pulled out the impeding object. It was the missing cigarcase! I turned to him with a cry of joy.

But I was appalled at his expression. A look of contempt was now added to his acute, penetrating gaze. "I have been mistaken," he said slowly; "I had not allowed for your weakness and cowardice! I thought too highly of you even in your guilt! But I see now why you tampered with that drawer the other night. By some inexplicable means—possibly another theft—you took the cigarcase out of pawn and, like a whipped hound, restored it to me in this feeble, clumsy fashion. You thought to deceive me, Hemlock Jones! More, you thought to destroy my infallibility. I shall not summon the three policemen who wait in the adjoining room—but out of sight forever!"

As I stood once more dazed and petrified, he took me firmly by the ear and led me into the hall, closing the door behind him. This reopened presently, wide enough to permit him to thrust out my hat, overcoat, umbrella, and overshoes, and then closed against me forever!

I never saw him again. I am bound to say, however, that thereafter my business increased, I recovered much of my old practice, and a few of my patients recovered also. I became rich. I had a brougham and a house in the West End. But I often wondered, pondering on that wonderful man's penetration and insight, if, in some lapse of consciousness, I had not really stolen his cigarcase.

THE MEDICINE MAN.

"THE TOBACCO WAR."

Article by Earl Mayo in Leslie's Monthly —Gloomy Future Predicted for Retailers.

"The Tobacco Trust: Its methods and Success," is a subject discussed in the March issue of Frank Leslie's Popular Monthly by Earl Mayo, under the caption "The Tobacco War." Mr. Mayo's article is, to an extent, a short biography of J. B. Duke, the president of the large tobacco companies which seek to dominate the tobacco trade of the world and tends to place that gentleman in a favorable light as a capable captain of industry. Mr. Mayo gives a fair statement of the conditions of trade now confronting the independents, the retailers and the trust and predicts that "unless the retailers are able to stem the progress of the retail combination (i. e., the United Cigar Stores' Company) the result may be the realization of the prophecy attributed to Mr. Duke." The "prophecy" referred to is said to have been made by Mr. Duke when a young man. He prophesied that some day he would be to the tobacco business what Rockefeller is to the oil business.

Mr. Mayo's article is interesting, although it contains a few inaccurate statements. Many of his assertions will not receive the endorsement of hundreds of thousands of cigar and tobacco retailers the country over, but as a timely contribution upon a subject of deep interest to the tobacco trade generally it will doubtless be widely read and commented upon.

The American Tobacco Company has announced a February dividend aggregating $1,370,000.

The Axton-Hilton Tobacco Manufacturing Company, of Owensboro, Ky., will open a branch factory at Louisville, Ky., with a capacity of 1,000,000 pounds.

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Branding Machines a Specialty.
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Best Workmanship The Lowest Price
H. W. HEFFENER
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DEALER IN
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CIGAR BOXES of Every Description
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Original New York Seed Leaf Tobacco Inspection
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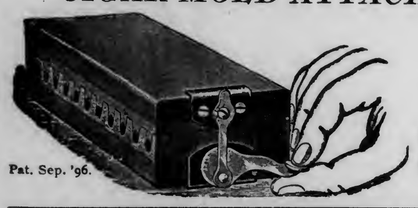
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Business Changes, Fires, Etc.

Connecticut.

Hartford. R. A. D'Esopo & Co., manufacturers and retail cigars; sold out the retail store.

New Haven. G. M. Loomis, wholesale cigars and tobacco, dead.

South Windsor. McGuire & Larthard, cigar mfrs., succeeded by K. C. Kulle

Florida.

Jacksonville. Claude C. Jones, cigars, etc., bill of sale, $610.

Illinois.

Chicago. A. Santaella & Co. (inc.), cigar mfrs., damaged by fire; insured.—Sebastian Solares & Co., cigar mfrs., damaged by fire; insured.——Woods & Johama (inc.), cigar manufacturers, damaged by fire; insured.

Kewanee. M. C. O'Connor, cigar manufacturer, petition in bankruptcy.

Petersburg. W. S. Beams, cigar manufacturer, succeeded by Beams & Bean.

Iowa.

Eldora. Eldora Cigar Co. (not inc.), mfrs., succeeded by Murphy & Stout.

Maryland.

Baltimore Horwitz Cigar Co., petition in bankruptcy, and receivers appointed.

Massachusetts.

Gloucester. Wm. F. Hadley, cigars, etc., dead.

Lowell. Frank L. Hadley, cigars, etc., succeeded by Peter F. Keville.

Worcester. Christian G. Meyer, cigar manufacturer, chattel mtge., $500.

Michigan.

Detroit. Moses Fromberg, cigars, tobacco, etc., bill of sale, $1,000.——A. J. Gawley & Co., cigars, tobacco, etc., fire damage; insured.

Kalamazoo. M. Weber & Co., mfrs. and retail cigars; succeeded by A. J. Weaver.——M. Weber & Co., manufacturers and retail cigars, chattel mortgage, $628, discharged.

Missouri.

St. Louis. Colonial Leaf Tobacco Co. filed articles of incorporation; capital stock, $16,000.

New Hampshire.

Milford. Milford Cigar Co., mfrs., damaged by fire.

New York.

Middletown. Jos. H. Keeny, cigars, etc., sold out.

Troy. A. J. Berg, tobacco and cigars, chattel mortgage, $1,500.

Ohio.

Cleveland. Alvarez & Gonzalez, cigar manufacturers, assigned.

Oregon.

Portland. R. Bonofigleo, cigars, etc., real estate mortgage, $2,500.

Pennsylvania.

Bradford. John Kearns, cigars, etc., dead.

Tennessee.

Chattanooga. F. & I. Laloshin, cigars and tobacco, chattel mortgage, $1,300—balance purchase.

Washington.

Spokane. Stern's Commission Co., wholesale cigars, etc., dissolved; L. Stern continues.

Wisconsin.

Janesville. R. G. Merrill, tobacco, real estate mortgage, $2,000.——James Sweeney, cigars, etc., chat. mtge., $150.

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720,555 Mouth piece for smoking devices; Joseph E. Blake, Amesbury, Mass.

720,802 Tobacco-stemming machine; Joseph G. Havens, Morrisville, Pa., assignor to Underwood Stemming Machine Company, New York.

720,830 Tobacco wrapper and making same; Mark W. Marsden, Philadelphia, Pa.

821,087 Machine for making cigarette wrappers with mouth pieces; Srul D. S. and S. S. D. Rakowitzky, Vilna, Russia, assignors, by mesne assignments, to American Tobacco Co., New York.

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THE TOBACCO WORLD

ALWAYS SPARKLES

ESTABLISHED IN 1881 Vol. XXIII., No. 9.

PHILADELPHIA, MARCH 4, 1903

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E. ROSENWALD
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Packers
Importers
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of
TOBACCOS
145
Water Street
New York

THE TOBACCO WORLD

"A GOOD CIGAR IS A SMOKE."

By CLARENCE S. BATT, of Simon Batt & Co.

Every fine cigar is as much the man who is responsible for it as though it were his child. Of cigars it may as truly be said as of writing, that the cigar is the man. Cigar manufactures are like writers in one other particular, each appeals to the public which is most congenial to himself. The public to which the manufacturers of the finer grades of cigars appeal is necessarily restricted. This is not because really fine cigars are enjoyed only by a few but because the few can afford them and the many can not. Champagne is agreeable to every palate; if it only were cheap enough it would be as popular as beer.

I think the man who really enjoys a fine cigar, and is able to tell you precisely why he enjoys it, is the man in the general audience to whom the manufacturer of such cigars directly addresses himself, just as in theatres actors frequently single out one auditor on whom to ply all their arts, feeling that if they can win his approval, that of the rest of the public will follow as a matter of course. The one smoker of pre-eminently good judgment leads the applause and will carry with him an ever growing number of his fellow smokers. It is true that individual taste in the matter of cigars is infinitely varied. There is, nevertheless, a sufficient agreement among smokers to insure the selling popularity of a brand, and the aim of modern manufacturers is more and more to please the average. There will always be popular shapes, sizes and colors. These do not change with eccentric rapidity, or suddenness. So far as shape and size are concerned it doesn't really matter how often these change, because competent cigarmakers are always to be had. So far as colors are concerned it would appear that light wrappers will always be in demand. Fortunately for manufacturers the growing of tobacco under cloth insures an unending supply of this kind of leaf.

But shape, size and color of wrapper, while they have each much to do with pleasing the public do not, after all, constitute the cigar. The workmanship of the cigar is something about which the smoking public appears to be thoroughly well informed, but what the public is least instructed about is the filler of the cigar, the inside of it namely, in short that delectable, most important thing, the SMOKE.

"A woman is only a woman,
But a good cigar is a smoke"

sings Kipling, and the emphasis falls very naturally in the last line upon the adjective "good."

What is a good cigar anyway? That which will please Tom may give Harry katzenjammer, and there are always as many Harrys as there are Toms in the world. Therefore, it is wisest to stick to Tom and let Harry buy what he likes, because he'll do that anyhow.

Men have such varying standards in this matter of cigars. Some say they smoke with their eyes, by which they mean that they judge a cigar by its appearance, by the color of the smoke it emits, by the brown of its wrapper, by its shape or its size. Others say they smoke with their ears; they hold the cigars to their ear, pinch it delicately, and if the faint rustling they hear is to their liking they pronounce that cigar good. A third class smokes with its tongue; they allege that they can taste not only the smoke but the flavor of the tobacco as it touches their lips. A fourth class smokes with the sense of touch; they pretend that their touch is so delicate they can tell instantly if a cigar is right or not by its weight or the texture of its wrapper. There remains the man who judges the cigar by the sense of smell. He too has his hobby. He is the man who says he can enjoy a cigar in the dark just as well as in the light. These five men are all brothers; they are the jury by whose verdict a brand falls or is saved. But they are amiable and not too difficult to please. When the smoke hunger is on them, which happens with most of them at least three times a day, they buy their favorite brand with regularity and enjoy every whiff of their smoke as keenly as though they knew exactly what the filler was made of.

The point of it all is that there is no mystery about the filler in a good cigar nowadays. Everybody connected with the factory does his level best to give the public the very best article in the way of a filler that the market can supply.

CLARENCE S. BATT.

BEFORE LANCASTER COUNTY KNEW TOBACCO.

The following from Clarence W. Dorsey's Soil Survey Around Lancaster, Pa., published in the Field Operations of the Division of Soils for 1900, by the U. S. Department of Agriculture, is reprinted at the request of a Lancastrian who says he wants to know what his home county was like before "the Dutch" began growing tobacco there:

According to the old histories and records, when Lancaster county was first settled, in 1709, it presented an appearance quite unlike the present. The few scattered tribes of Indians living in this section at the time were not the original tribes, but remnants of tribes that had been driven out of Maryland, Virginia and the Carolinas. They lived by hunting and fishing and by carrying on a primitive system of agriculture, the squaws raising small crops of corn and beans. The methods of agriculture were primitive. They first girdled the trees and burned them, then scratched the ground with crooked sticks and planted their crops, later they cultivated the growing crops with shells and sharp stones. In the fall the cornstalks and weeds were scraped together and burned. This killed all the young saplings except the hardier scrub oaks. These latter, after being repeatedly burned, formed thick, knotted clumps of roots. Such areas the early settlers called "grubensland." At the time this section was settled there were several of these Indian fields, one being just west of Lititz.

With the exception of the few scattered Indian fields and occasional swamps and meadows, the country was densely forested. This was especially the case in the limestone valley. On the sandstone ridges the timber was not quite so abundant. On the heavy limestone soils the forest consisted of a thick growth of ash, elm, hickory, walnut, and several varieties of oaks, all being indicative of a deep, rich soil. On the sandstone and slate ridges the forest trees were not so large, but were tougher and included more varieties. These ridges were the native home of the chestnut.

The Mennonites, who emigrated from Switzerland and the Palatinate, were the first white settlers in what is now Lancaster county. They came in 1709, and advanced as far as the Conestoga. Shortly after them followed the French Huguenots, who settled in the Pequea Valley, emigrating from the departments of Alsace-Lorraine. The Huguenots were in turn followed by the Scotch-Irish, who settled on Chickies creek in 1715. Other settlers followed in rapid succession, including the Welsh Episcopalians, Quakers, Dunkards, and Lutherans.

The Scotch-Irish settled in the more hilly portions, because the lighter timber of the stony ridges was more easily cleared and the country somewhat resembled their native homes. The Swiss and Germans, however, who keenly appreciated the value of wood from the severity of the forest laws in Europe, selected for their farms the richest meadows and heaviest tracts of timber in the limestone valleys, reasoning that where the timber was heaviest there the soil must be richest. There are some, however, who maintain that the Germans and Swiss, the noncombatants, were assigned to the valleys, while the Scotch-Irish, naturally fighters, were encouraged to settle on the hills, where they might first come in contact with the Indians or other enemies.

Much has been written of the hardships and struggles of the early settlers. They cleared small tracts of land with great labor, and portions of the natural meadows were staked off. Crops of oats, corn, barley, and buckwheat were cultivated for summer crops, and rye was the main winter crop. Spelt was grown in place of wheat, as the latter was considered too delicate to be grown in this section. Flax and hemp were soon introduced.

As the natural meadows were the only places where hay was grown, these were enlarged by damming the small streams and flooding the meadows at certain times. In the early title deeds to the farms the rights to water for irrigation purposes were clearly set forth. The use and control of the stream were given to the owners of the several tracts of meadow land for a certain number of days in each week. In about the year 1800 timothy and red clover were introduced, and it was found that these crops could be grown on the uplands, so the meadows were no longer so necessary to furnish the hay crops. Remnants of the old dams can still be seen along many of the small streams.

A few years later wheat was introduced, which gradually superseded spelt and barley as grain crops; improved machinery for use in cultivating and harvesting crops were introduced; large Swisser barns and substantial limestone houses were built, and the country began to assume much its present appearance.

TRUE TOBACCO ROMANCES.

X.—Dem Phillies is Always Up to Snuff.

Time: July 4, 1791.

Scene: Carpenters Hall, Philadelphia.

It was a great day in Philadelphia for snuff, that Fourth of July when shares of stock were to be allotted under the new banking law which had just been signed by President George Washington, against the protest of Jefferson and Randolph, but upon the strong recommendation of that ablest of all financiers, Alexander Hamilton. That was the first banking bill ever signed by a President of the United States, and was really and truly the beginning of the prosperity of the country. It is no wonder that all the men who crowded Carpenters Hall that morning exchanged snuff in the stately fashion of their day, and it was one of the many occasions when the investing public of Philadelphia displayed that acumen which is implied in the phrase "up to snuff."

Professor McMaster, of the University of Pennsylvania, thus tells the story of that memorable Fourth of July, in his History of the People of the United States: "Every one who on that day entered his name for a share was to be required to pay $25 down; $25 in specie and $150 in public securities on Jan. 1, 1792; $25 in specie and $75 in securities on July 1, 1792, and the same of each on Jan. 1, 1793. Five thousand shares were taken by the Government; twenty thousand were offered to the people. The most sanguine Federalist had never doubted that several weeks would pass before so great a number of shares would find their way to private hands. But the sun was scarce up on the morning of Monday, the Fourth of July, when the street in front of Carpenters Hall was filled with a crowd of merchants and speculators, laughing and jesting and exchanging snuff. The doors had not been opened fifteen minutes when those who could get within hearing had offered subscriptions for 24,000 shares. Only a few payments had been made, and the gentleman who was so fortunate as to have put down the first $25 received $50 for his receipt before leaving the building. Early the next day a meeting of the subscribers was held, and the conclusion reached that it was no more than just that each should share a pro rata deduction from his subscription—that every man who made a bid might get some stock.

"But this amicable arrangement was far from satisfying the unfortunate ones who stood on the outskirts of the crowd or lived in distant cities. They went into a rage and denounced the Bank as a job. Certificates, it is said, sent by gentlemen at New York for 800 shares and by gentlemen at Boston for a yet larger number, had been excluded; but not a single refusal had been given to a Philadelphian. The Bank, therefore, was clearly to be carried on for the good of Philadelphia."

Thus growled the grumblers of 1791, but "dem Phillies," as quietly up to snuff in President Washington's time as they are in President Roosevelt's, just grinned and held on to their stock. And the reward of their good judgment came speedily, for by August 10 scrip had risen to $280, and though it afterward fluctuated a little, it never went below $200.

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4. **The Tobacco World** is always the first to give **the news.**

5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.

6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.

7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.

8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."

9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.

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Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by GEORGE A. SCHUTTE.

Published every Wednesday By the TOBACCO WORLD PUBLISHING COMPANY

224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager. HENRY C. McMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

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The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

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Where they will be seen by the entire trade.

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The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

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$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

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IMPORTERS OF PHILADELPHIA



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

VARIETIES OF THE TOBACCO PLANT.

Hartford, Conn., Feb. 28, 1903.

Dear Medicine Man:

Please give me a list of the varieties of the tobacco plant.

STUDENT FARMER.

ANSWER.

Following is a sufficiently comprehensive list for my correspondent's purposes:

I. Nicotiana tabacum macrophylla [latifolia, lattissima, gigantea]—Maryland tobacco.

Of this, there are two subspecies—(1) Stalkless Maryland, of the following varieties: (a) Nicotiana macrophylla ovata short-leaved Maryland, producing a good smoking tobacco;(b) Nicotiana macrophylla longifolia-long-leaved Maryland, yielding a good smoking tobacco and excellent wrappers for cigarettes; (c) Nicotiana macrophylla pandurata, broad-leaved, or Ameisfort, much cultivated in Germany and Holland, a heavy cropper, and especially adapted for the manufacture of good snuff; (2) Stalked Maryland, of the following varieties: (a) Nicotiana macrophylla alata; (b) Nicotiana, macrophylla cordata—heart-shaped Maryland, producing a very fine leaf, from which probably the finest Turkish is obtained. Cuban and Manila are now attributed to this group.

II. Nicotiana tabacum augustifolia—Virginian tobacco.

Of this, there are two sub-species—(1) Stalkless Virginian of the following varieties: (a) Nicotiana augustifolia acuminata—grown in Germany for snuff, seldom for smoking; (b) Nicotiana augustifolia lanceolata, affords snuff; (c) Nicotiana augustifolia pendulifolia latifolia—broad-leaved Virginian, used chiefly for snuff; (e) Nicotiana augustifolia undulata—wave-like Virginian, matures quickly; (f) Nicotiana augustifolia pandurata furnishes good leaves for smoking, produces heavily, and is much grown in Germany, and said to be grown at the Pruth as "tempyki," and highly esteemed there. (2) Stalked Virginian, of the following varieties: (a) Nicotiana augustifolia alata; (b) Nicotiana augustifolia cordata—East Indian, producing heavily in good soil, and well adapted for snuff, but not for smoking. Latakia and Turkish are now accredited to Nicotiana tabacum.

III. Nicotiana rustica — Common, Hungarian, or Turkish tobacco.

Of this, there are two varieties: (a) Nicotiana rustica cordata—large-leaved Hungarian, Brazilian, Turkish, Asiatic, furnishing leaves for smoking; (b) Nicotiana rustica ovata—small-leaved Hungarian, affords fine aromatic leaves for smoking, but the yield is small. Until quite recently, Latakia, Turkish and Manila tobaccos were referred to this species; Latakia is now proved to belong to Nicotiana tabacum, and Manila is said to be absolutely identical with Cuban, which latter is now ascribed to Nicotiana tabacum macrophylla.

IV. Nicotiana crispa.—This species is much grown in Syria, Calabria, and Central Asia, and furnishes leaves for the cigars of the Levant.

V. Nicotiana persica.—Hitherto supposed to be a distinct species, affording the Shiraz tobacco, but now proved to be only a form of Nicotiana tabacum.

VI. Nicotiana repanda.—A Mexican plant, with small foliage. Long thought to be a distinct species peculiar to Cuba, but none such is now to be found in Cuba, whether wild or cultivated, and all the Cuban tobacco is now obtained from Nicotiana tabacum macrophyllum.

Among the many other forms, interesting only to the botanist or horticulturist, the principal are Nicotiana paniculata, Nicotiana glutinosa, Nicotiana glauca, attaining a height of 18 feet, and Nicotiana clevelandii, exceedingly strong, quite recently discovered in California, and supposed to have been used by the early natives of that country.

Thus the bulk of the best tobaccos of the world is afforded by the old well-known species Nicotiana tabacum.

***

BOOKS ON TOBACCO.

At the request of a correspondent in Washington I append the following chronological list of works on tobacco:

Neander, J. Tabacologia, Ludynuni-Batavorum	1622
Stella, B. Il Tabacco, Rome	1669
Winther, P. Tobaks-plantning, Kjoebenhavn	1773
Carver, J. Culture of the Tobacco-plant, London	1779
Villeneuve. Culture, Fabrication et Vente du Tabac, Paris	1791
Tatham, W. Culture and Commerce of Tobacco, London	1800
Becker, Jens Fr. Kortanviisning, til Tabaks-planting, Viborg	1809
Normann, J. E. Tobaksplantens, dyrkningi Narge, Christiania	1811
Camja, A. J. Tobacco, Habana	1812
Truchet, M. de. Culture du Tabac en France, Paris	1816
Watterson, Geo. A memoir on the history, culture, uses, etc., of the tobacco plant, Washington	1817
Flor, M. R. Our Tobakaol, Christiania	1817
Hermbstadt. Grundliche Anweisung zur Cultur des Tabakpflanzen, Berlin	1822
Brodigan, T. Art of Growing and Curing Tobacco in the British Isles, London	1830
Jennings, J. Practical Treatise on Tobacco, London	1830
Meller, H. J. Nicotiana, London	1832
France. Rapport sur la fabrication et la rente, exclusives du tabac, Paris	1833
Antz, K. C. Tabachi historia, Berolini	1836
Demersay, L. A. Du Tabac du Paraguay, Paris	1851
Babo, August., Baron Von and F. Hoffacker. Der Tabak and sein Anbau	1852
Demoor, V. P. G. Culture du Tabac, Luxembourg	1853
Tiedemann, F. Geschichte der Tabaks, Frankfurt	1854
Steinmetz, A. Tobacco, London	1857
Fermond, C. Monographie du Tabac, Paris	1857
Fairholt, Fred W. Tobacco, London	1859
Cooke, M. C. The Seven Sisters of Sleep, London	1860
L'Ange, H. Raiband. Du Tabac en Provence, Paris	1860
Cooke, John H. Tobacco, Richmond	1860
Fevre, J. S. P. Le Tabac, Paris	1863
Guys, C. E. Culture of Latakia Tobacco, Technologist, London	1863
Maling. Tobacco Trade and Cultivation of the district of Cavalla, Technologist, London	1863
Saxton, Chas. W. Handbook of Tobacco Culture, New York	1863
Coin, R. de. History and Cultivation of cotton and tobacco, London	1864
Holzschuher. Der Tabakbau, Gotha,	1864
Henreick, B. A. Du Tabak, Paris	1866
Cornbeyre, A. Imbert. Lecons sur le Tabac, Clermont-Ferrand	1866
Johnson, S. W. Tobacco.—Report of Chemist to the Connecticut State Board of Agriculture	1863
Billings, E. R. Tobacco, Hartford, Ct.	1875
Bec, A. de. Culture du Tabac en France, Aix	1875
Allart, F. A. Culture du Tabac, Abbeville	1876
Creighton, B. T. Culture of tobacco in Ohio, Pharmaceutical Journal, London	1876
Decobert, D. Culture du Tabac, Lille	1876
Hofacker und Babo. Die Tabakbau, Berlin	1876
Nouvel, A. Le Tabac, Brive	1876
Nouvel, A. Intes sur la Culture des Tabacs, Paris	1876
Dunning, John. Tobacco, London	1876
Burton, R E. Cultivation of Tobacco, Sugar Cane, Manchester,	1877
Gilmore, E. H. History of Tobacco, Washington	1878
Cantoni, G. L. Industrie del Tobacco, Annali di Agricoltura, Rome	1879
Schiffmayer, K. Tobacco and its Culture. Report of Agricultural Department, Madras Presidency, Madras	1879
Alfonso, F. Tabacchi della Sicilia, Palermo	1880
Anderegg, F. Tabakbau in der Schweiz, Chur	1880
Comes, O. Tobacco in Italia. L'agricolt meridionale, Portici	1881
Cameron, J. D. A sketch of the Tobacco Interests in North Carolina, Oxford	1881
Van Gorkom, K. W. De Oost-Indische Cultures, Amsterdam,	1881
Zimmermann, J. H. Tabaksbaubuchlein, Aarau	1881
Killebrew, J. B. Report on the Culture and Curing of Tobacco, U. S. Census, Washington	1883
Clark, J. Composition of Tobacco. Journal Soc. Chem. Industry, Manchester	1884
Meyer, F. H. Havana cigars, Philadelphia	1885
Taylor, Philip M. Tobacco, London	1886
Lock, Chas. G. W. Tobacco, London	1886
Beale, Edw. J. English Tobacco Culture, London	1887
MacDonald, A. Le Tabac dans les Etats-Unis, Paris	1889
Popovici, M. Tutunul, Bucharest.	1896

***

2,035 CIGAR STORES IN NEW YORK.

New York, March 1, 1903.

Dear Medicine Man:

To decide a bet, will you please state whether there are more cigar stores properly so-called, in New York than in London, or vice versa.

CHARLES SCHAEFER.

ANSWER.

The latest general directory of Greater New York gives the names of 2,035 retail tobacconists as doing business in New York city, that is in the boroughs of Manhattan, the Bronx and Brooklyn. There are, of course, scores of thousands of places which are not properly classifiable as retail tobacco stores where cigars and tobacco are on sale at retail. The total population of Greater New York in 1900 was 3,437,202. The total population of London in 1901 was 4,536,063. I am unable to say how many people there are in London who are now doing business as retail tobacconists, but I am inclined to think they are fewer in number than their fellow retail tobacconists in New York, because in 1854 when the population of London was about 2,250,000 there were but 997 retail tobacconists in the city. This is the number given in Bohn's Pictorial Hand Book of London, published in 1854.

THE MEDICINE MAN.

IN UNION THERE IS STRENGTH.

In many cities of the United States where the associations of independent retailers are seeking to increase their membership so as to include even the very smallest members of their trade, they are met with a statement that the president, vice president, executive committee, or other officers of the association are self-seeking, rich men.

"These officers, or some of them," say the grumblers, "are jobbers or owners of a little chain of stores of their own who want us small fellows to work with them but who really care very little for us."

The grumblers are entirely wrong, of course. In every movement of this kind it is the well-to-do who must do the leading and the obscure and struggling ones must follow. If the grumblers would but stop to think for a moment they would see that the well-to-do men of whose leadership they complain are deserving of nothing but sympathy for the simple reason that being well-to-do they have much at stake. But not a single one of them is rich enough to fight the battle single handed. If their efforts are not sustained with hearty goodwill and all the time, by their smaller brethren all of them, and including particularly the small men will be overwhelmed in a common ruin.

Shade grown tobacco was first raised in Florida and was afterwards introduced in Connecticut by employes of the United States Department of Agriculture.

E. A. CALVES & Co. ◇C◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

GEORGE W. BREMER, JR. WALTER I. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

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Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
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PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE WIS. STORAGE CAPACITY 10,000 CASES
Reading, Pa.

A Popular Leader for Many Years.



MANUFACTURED ONLY BY
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Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
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L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

A Bright Young Brooklynite.

GEORGE JULIAN HOUTAIN, Secretary of the Brooklyn branch of the Retail Cigar Dealers' Association of Greater New York, whose picture is published to-day, is in business with his father at 1237 Bedford avenue, which is just a step from Fulton street. The store is large, handsomely appointed and very well patronized, for both the Houtains are very popular in the section of Brooklyn in which their store has long been established.

George Julian Houtain is exactly the thoughtful young man you would take him to be from his picture. He makes an excellent secretary and is a valuable aid to President I. Aschner. As a writer Mr. Houtain is well-known in Brooklyn, having been for a number of years the editor of The Zenith, a literary weekly of considerable circulation.

• • •

Care of the Store.

The opening of an unusually expensively furnished and decorated retail cigar store in New York city last week is another straw tending to show that modern cigar stores are more and more to become "things of joy and a beauty forever"—or at least they are to be bright, neat and well-kept. The fittings and furnishings alone of the new New York store are said to have cost $150,000, a sum of money thousands of merchants would consider a small fortune if so fortunate as to own it. While, of course, few retail cigar dealers can afford to spend any such sum on store fittings and decorations, all dealers can afford, and should spend some money in making their places of business attractive and bright. Modern shop keeping in all lines of business is being conducted along such lines and cigar and tobacco dealers can ill afford to lag behind in the procession.

While imitation is said to be the sincerest flattery, it will do no retailer harm to study the store and window displays made by other merchants with the object of securing hints and pointers therefrom to be used in beautifying and decorating his own store. One need not copy nor imitate, but a happy combination of other stores' good points and your own original ideas is pretty sure to result in a decided improvement to your store's appearance—and all agree that a bright, well-kept store is more apt to secure trade than the other sort.

The following points are mentioned as worthy of consideration by retailers who desire to keep their stores up-to-date so far as attractiveness is concerned:

See that the glass of the street show-windows and street doors is kept clean. In stormy and changeable weather this is very much of a task, but it should not be neglected:

Banish dust from the show cases and shelves. A polished and dusted show case bespeaks business.

An unswept floor is an abomination; and a half-swept floor is almost as bad.

Spittoons should be, if anything, conspicuous by their presence, and they should be kept free from odor and filth. Some of the best stores neglect the spittoon.

Have the display window clean as well as having it tastefully arranged with an appropriate exhibit of merchandise.

Give careful attention to the matter of lighting. There are many modern systems of lighting and a store can be made unusually bright at comparatively a minimum of expense.

Keep someone behind the counter at all times, and when a customer comes in greet him with a smile; it looks as though you were doing business. Do not sit out in the shop and have to go behind the counter every time a customer comes in.



MR. GEORGE JULIAN HOUTAIN

The ideal window display is not the cramming of anything and everything into a comparatively limited space. The effect is simply one of confusion and muddle. The window just tells everyone what they already know—that cigars, tobacco, cigarettes, and pipes are sold in the shop, but not one article comes out on top.

• • •

His Majesty's Fairy Palace.

A Tobacco World reader calls the gorgeous retail cigar store of the Havana Cigar Company, at Twenty sixth street and Broadway, New York, "The Fairy Palace of His Majesty The Cigar." This is about the happiest way to describe the establishment in a few words that could be devised. The store is unlike anything of its kind in the world, though it is not, properly speaking, a cigar store in the common acceptation of that term, because only cigars made exclusively of Havana tobacco are sold there. No nickel cigars are to be had in the store.

The total cost of the fittings and furnishings of the store was about $150,000. The annual rental is believed to be $40,000, and it is estimated that the aggregate yearly cost of running the establishment, including the rental, will be about $150,000. At present the salesmen on duty at this store are E. A. Kern, H. G. Peterman, J. R. Hinkson, and C. Sommers.

• • •

Hints on Making Sales.

Every smoker, or to be more correct, a very large percentage of them, and especially cigar smokers, are inclined to be vain on the subject of their knowledge of what constitutes a good cigar. Their particularly touchy subject is the ability to distinguish one grade of tobacco from another, either by one test or another, and the shrewd dealer who knows a thing or two will steer clear of discussing this subject. It takes time and patience—plenty of both—to switch a customer from one brand to another, and to accomplish it successfully is the highest point in true salesmanship. On occasions refer to the brand you are interested in offhandedly, dwelling on its appearance, the quality of the tobacco, the care exercised in its manufacture, and such points in its favor as you are familiar with, and when the proper time has arrived invite your customer to try one and give you his opinion on its merits; this will appeal to his vanity, and in the long run will bring the most obstinate customer around, providing, of course, that your cigars are equal in quality.

• • •

—It looks as though many cigar sellers really "love darkness rather than light."

Bates on Cigar Store Advertising.

A cigar dealer should advertise regularly in the best daily paper or weekly paper in his locality, says Charles Austin Bates, the well-known New York advertising expert. He need not use a large space, but he should change his matter frequently. If it is possible he should always use snappy illustrations. Cigar store advertising will stand a bit of humor better than advertising in any other line. It will even stand a little slang and popular phrases for headlines that would not do in any other line of business. Just the same, the advertisements should always be business-like, and tell a straight plain story in a convincing way. They should talk tobacco and cigars straight from the shoulder. They should be educative, so that when a man reads one of them he feels, when he has finished, that he has learned a new point about tobacco. All the good points of the store should be brought out in this advertising; all the conveniences; all the advantages. If there is a run on some special brand of cigar, it is well to occasionally state in the advertisements that the dealer has that particular brand.

I do not believe in a cigar advertisement that simply gives the name and address of a store and devotes all the balance of the space to advertising one particular brand. That is really advertising a particular brand of cigars, and not advertising a particular cigar store.

• • •

A Bishop's Tobacco Pipe.

One of Melbourne's historic buildings. Bishopscourt, the official residence of the Anglican prelate, is about to be demolished and to give place to a more up to date structure. In its garden is the oldest gum tree in Australia, declared by the late eminent botanist, Sir Ferdinand von Mueller, to date from the sixteenth century. Under this old tree was the favorite seat and open air study of Dr. Moorhouse, now Bishop of Manchester, during the ten years that he occupied the See of Melbourne. A lady visitor having once suggested that tobacco was of Satanic origin, Bishop Moorhouse replied: "Pardon me, madam, I smoke, and I am a better Christiaan for doing so. Do you read my letters in the papers?' The lady answered that she did, with pleasure. "Do you ever see anything discourteous or unkind in them?' "Certainly not; I often remark how well you keep your temper. "Well, madam, the first drafts of these letters contained the most cutting things I could think of. Then I would go and sit on the butt of that old gum tree, light my pipe and have a quiet smoke. After that I would return to the house and strike out every line that might give pain to others. So you see smoking makes me a better Christian." —London Chronicle.

—Wirtz & Schmidt, cigar manufacturers at Green Bay, Wis., are enlarging their factory.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

Another Active Week in Havana.

Large Sales and Firm Prices—Decreasing Receipts of the Old Crop—Prospects for 1903—Arrivals and Departures—Personal Notes, Etc.

HAVANA, February 21, 1903.

A very active week has been the result of the six days transactions in the Havana market, ending to-day, as 11,000 bales, in round numbers, changed ownership from first hands, and if re-sales were taken into consideration, several thousand more bales would have to be added to the grand total. The buyers for the Spanish contractors were the heaviest dealers, taking fully 5,000 bales out of the market, not counting the 2,000 bales which they acquired from a cigarette factory; still, as they consisted of the lowest grades, botes and third capaduras of Remedios, these heavy sales exercised very little influence upon the goods suitable for the American market. Purchases made by the United States contingent figure up 4,300 bales, chiefly first and second capaduras of Remedios, including about 800 bales of Vuelta Abajo fillers. Havana manufacturers were also buyers to the tune of 1,200 bales of Vuelta Abajo, and France is said to have secured 500 bales of the latter class of goods. Prices have ruled unchanged, favoring buyers upon the lower grades, while choice parcels could only be had by conceding to the pretensions of sellers, owing to the intrinsic value and the small stock on hand. Several almacenistas have closed out their holdings, in order to be ready for the new crop as soon as the campaign shall have begun in earnest. Receipts of the old crop (1902 growth) from the country show a decreasing volume, hence stocks are diminishing perceptibly, and should the present active demand continue for two months more, they might be virtually exhausted, although before this could happen prices might rise and thus check the movement. Quite a number of houses have been waiting patiently for just such an opportunity, as the goods they hold have cost them more than the ruling market quotations, and while they did not care to make any sacrifices at the beginning of the season, it is possible that they might be willing to sell at cost prices now, in order to get out even, as they seem to have lost hope of making a profit as in former years.

As the cigar industry in the United States seems to be still expanding, it is possible that the consumption of Havana leaf tobacco might also derive some benefit from the situation, and that the demand for these old goods should continue, before the 1903 crop is marketable and fit for cigar manufacturers to handle.

The 1903 Crop.

The majority of reports from the Partido section now claim that the crop may be shorter in quantity than last year, and that so far as wrappers are concerned it may give only the so-called Resagos, or leaves with spots. As a rule, people here are apt to go to extremes, either praising a crop as being very fine and abundant in the beginning of the season (which was the case last year and did not prove te be the fact), or they cry a crop down as being defective in quality, color and texture, as well as being short in quantity. Now it is possible there may be some parts of the growth undesirable on account of spots and for other causes, still it has yet to be seen how the tobacco may act in the fermentation process in the piles, and it may turn out better than people imagine. Furthermore, as regards quantity, with favorable growing weather for another three or four weeks, sometimes wonders have been worked, and this may be the case now.

From the Vuelta Abajo it can only be said that the crop promises to be larger in yield than last year, particularly as far as the "lomas" or hilly tobacco is concerned, while the "tierra llano" or low-lands might not be more abundant. The quality promises to be better as to fillers, but wrappers may prove scarce, as they did last year.

The growth of the plants in Remedios, counting what was saved, is more favorable, and while no large crop may be raised, there may be enough to satisfy the lessened demand for this article.

Don Gregorio Palacio has already received from the Vuelta Abajo about 80 bales of the 1903 crop, "libra de pie" or ground leaves, in Havana, which, however, are only fit for cigarette purposes, and should not be taken as a sample of the coming tobacco.

Calixto Lopez y Cia have received some cases of the shade grown green tobacco from their plantation near San Luis in the Vuelta Abajo, and will start their escojida here in Havana just as soon as the tobacco has undergone the necessary sweat in bulk. This shade grown tobacco is said to be all that a manufacturer could desire, as to color, texture, soundness of leaves, and perfect burn.

Don Adolfo Moeller is also enthusiastic as regards his shade grown leaves, which are curing finely. Don Luis Marx entertains the same opinion.

Cano y Hermano have cut 12,000 cujes (or poles) upon their "El Brilliante" farm in the Tumbaderos district, and while they claim the quantity is less than they had anticipated from all their farms, perhaps the quality may make up for that deficiency. Don Carlos Cano leaves for the Vuelta Abajo district next week.

Arrivals.

Buyers arriving during the week from the North and Europe were:—I. Bernheim, Sr., of I. Bernheim & Sons, New York; S. Ruppin, New York; Julius Vetterlein, of Julius Vetterlein & Co., Philadelphia; W. S. Lightbourne, of the Cortiz Cigar Co., Key West, Fla.; Antonio R. Mora and Wm. E. Fisher, of Gonzalez, Mora & Co., Chicago; J. A. Kugelmann and Alfredo Meyer, of J. A. Kugelmann & Co., Hamburg, Germany.

Departures.

The departures for the week include: S. L. Goldberg, of S. L. Goldberg & Sons, Sol. Hamburger, of Hamburger

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog,

Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge P. Castaneda
S. JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 110, *HAVANA*

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Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

*Bridat, Mont'Ros y C^a^*
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually ***Cuts*** the Leaf ***without Streaking*** it, and affords the operator a ***Full Swing of the Arm*** over its smooth rigged surface to ***Roll*** the cigar with the ***Full Palm of the Hand.***

Write for circular.

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

Bros. & Co., E. H. Smith and P. E. Near, of Hinsdale Smith & Co., Lewis Cantor, of Leonard Friedman & Co., all of New York; Walwort Pierce and J. E. A. Blais, of the S. S. Pierce Co., Boston, Mass.; Felix Eckerson, of F. Eckerson & Co., Philadelphia; H. S. Moorhead, of Duncan & Moorhead, Philadelphia.

A. Blumenstiel, of Levi, Blumenstiel & Co., New York, left for Porto Rico.

Havana cigar manufacturers are kept busy, as orders seem to come by cable and every mail steamer arriving here, which goes to show that even if the 1902 crop was not of good quality throughout, consumers are anxious for the legitimate clear Havana cigar, and that there is no substitute which can successfully compete with it. While the trust may be doing a fair business, all the independent factories, such as H. Upmann & Co., Ramon Allones, Romeo y Julieta, Behrens & Co., of Sol and Luis Marx, Flor de Tabacos de Partagas, Punch, High Life, El Rey del Mundo, Viuda de Jose Gener, and numerous others, have all hands at work and are more or less behind in filling orders.

Doings of Havana Business Houses During the Week Ending February 21.

Sobrinos de Antero Gonzalez made the biggest shipment ever made by one vessel and to one concern, shipping 9,000 bales per steamship "Cataluna" to Coruna Santander, Spain, for the Spanish regie. Besides this transaction, they sold 1,000 bales of Vuelta Abajo and Remedios to one Havana manufacturer and to several United States buyers.

Manuel Menendez Parra closed out 3,500 bales of Remedios.

Sol Hamburger reports 1,500 bales of Vuelta Abajo and Remedios bought as the result of his stay here and in the interior of the island.

Aixala & Co. have virtually closed out their holdings, through the disposal of 1,200 bales of Remedios.

Julius Vetterlein made good use of his four days here, by acquiring about 700 bales of the best Remedios and Vuelta Abajo to be had.

Muniz Hns. & Co. sold 800 bales of Remedios.

Felix Eckerson shipped the first 500 bales of Remedios and Vuelta Abajo of his recent purchases by the steamship "Vigilancia."

H. Upmann & Co. purchased 500 bales of the best Vuelta Abajo yet in the market for use in their celebrated "H. Upmann" brand, and they also shipped between 600,000 and 700,000 cigars by the steamer "Mexico" to-day.

G. Salomon & Bros. were sellers of 500 bales of Remedios.

The Loeb-Nunez Havana Co. secured 300 bales of choice Manicaragua tobacco in the country, besides selling 200 bales of Remedios to their northern friends.

Cano y Hno. disposed of 350 bales of their Vuelta Abajo packing.

Neuhaus, Neumann & Co. have received some heavy orders for cigars, and expect to make some good shipments soon, besides being kept very busy purchasing leaf tobacco for their customers.

I. Bernheim & Sons have secured the services, as buyer for them in the Vuelta Abajo, of the well-known Don Manuel Alvarez Argudin, who for the past fourteen years has acted in a similar capacity for Henry Clay and Bock & Co., Limited. They have purchased liberally of Remedios in our market to satisfy the demands made upon them by their customers, their own packings having been sold some time ago.

A. Blumenstiel has again started upon a ten-days trip from here to Porto Rico, and has bought heavily of leaf tobacco during his stay here.

S. L. Goldberg e Hijos intend to do a bigger business this year than last, and in order that Don Fidel Fernandez and his son Manuel may have time to cover enough ground in the Partido as well as in the Vuelta Abajo, they have engaged another buyer for the Partidos, in the person of Don Enrique Quinones, well and favorably known in that section for over twenty years.

Arrivals of Tobacco from the Country.

	Week Ending Feb. 21. Bales	Since Jan. 1. Bales
Vuelta Abajo	674	7,239
Semi Vuelta		30
Partidos	94	598
Matanzas	1	1
S. Clara & Remedios	2,121	16,890
Santiago de Cuba		6
Total	2,890	24,764

The bedding of Chinese emigrants who landed recently at Vancouver, was found to contain 250 pounds of tobacco which they were endeavoring to smuggle into the British possessions.

Rocco Gangemi, a cigar manufacturer of Utica, N. Y., was recently convicted of unlawfully using the union label, and was fined $200.

DISASTROUS CINCINNATI FIRE.

Henry Straus' Cigar Store Among the Properties Destroyed—Trade Notes and Personals.

Cincinnati, O., March 2, 1903.

Cincinnati was visited with the most disastrous fire at 1.30 a. m., Thursday, February 26, in its history and for the third time burning the Pike Opera House Building. This fire is the first which completely destroyed the historic theatre. The fire started in the basement of the Adams Express Company and burned nearly the whole block of buildings from Vine to Walnut on the south side of Fourth street, through to Baker street. The loss is estimated at about a million and a half dollars with only about one-third that amount covered in insurance. Henry Straus' cigar store, located in the Pike Building Block, and the most elaborate cigar store in the city, was one of the stores completely destroyed. Loss $75,000. Insurance $46,000.

The growers of burley tobacco in the State of Kentucky met a Lexington, Ky., Thursday, February 26, to discuss the incorporation of a $5,000,000 company for the control of the burley tobacco trade in Ohio, Indiana and Kentucky. James M. Gaune, of Carrollton, acted as chairman and C. M. Deane, of Carroll county, acted as secretary. Addresses were made by W. B. Hawkins, organizer for the state and John Botts, of Shelly county. It is expected that almost all of the growers of burley tobacco in the three states will co-operate.

Mr. Gillman, from Key West, Fla., is here for a few days.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.



Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited — Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**



HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, **Moundsville, W. Va.**
Jobbers, Write for Samples.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.



F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish. Ohio Seed Leaf. Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

Sidney Winter, of New York, was also here the past week.

Simon Rothschild, of New York, visited the retail dealers last week.

William Wettels, a cigar leaf salesman of Chicago, took a few good leaf orders from some of our large manufacturers last week.

The factory of The Jackson Cigar Co. resumed operations Thursday morning last. Haas Bros. said they would not be able to say under whose management the factory will run until next Wednesday, but the same goods will be made up as heretofore. All delayed orders are being rapidly filled with additional help.

W. D. Servis, of New York, was here last week. He says the prospects in the tobacco business look very bright.

Frank Unnewehr & Co., cigar box makers after having been burned out three weeks ago at Seventh and Culvert streets, located at Sixth and Freeman avenue. They moved last week to the A. J. Moore picture frame factory at 815 Broadway.

Streng, Marblestone & Co. have disposed of the last of their cigar molds and labels and are out of the factory at 410 East Eighth street. Mr. Marblestone is in San Francisco.

W. J. Friedlander, of The Day and Night Tobacco Co., thinks it will be a hard matter for the trust to put him out of business. He says: "We are getting out 8,000 packages of Day and Night tobacco a day which means 3,000,000 packages a year and which are probably consumed by 200,000 users of tobacco. Stranger things have happened, and we are hustling to make our output five million packages per year."

The Florodora Tag Co. opened an office at 507 and 509 Elm street, about February 15. Edward Thompson, formerly with Continental Tobacco Co. is manager.

C. Fred Steinkamp, who, for a number of years was a cigar leaf tobacco broker at 44 Vine street, died Wednesday last at his residence in Evanston.

LANCASTER'S TOBACCO CROP.

Owing to its Greatness is Being Handled with Difficulty--Manufacturers Busy.

Lancaster, Pa., March 3, 1903.

The delivery of the Lancaster county tobacco crop last season is now being made to the warehouses, and, in spite of the small army of men, women and children, who are preparing it for the cigar manufacturers and for shipment, the great crop is being handled with difficulty. It is estimated that it has placed in the hands of the farmers of Lancaster county about $1,500,000, and it is not claiming too much to say that it brings these farmers in more money than any other single crop. It is the staple that has made this the richest agricultural county in the United States. Since 1890 fully $60,000,000 has been brought into Lancaster county to pay for its tobacco crops, and most of it has remained here, as very little has been paid out for artificial fertilizers, the farmers securing most of their fertilizers from the herds of Western cattle fed for the Eastern markets. The tobacco raised represents labor chiefly, mostly of the farmers own family, so that there is very little outlay of cash. The average price for the crop now being handled was 7 cents a pound. The finest wrappers brought 20 cents on an average, while a few perfect crops brought 25 cents. One company purchased 15,000 cases, paying about $240,000.

On a fair estimate the farmers can make at least five times on an acre of tobacco what they can on wheat. An acre of tobacco in Lancaster county, in a moderately fair year, brings about $112, of which $62 is profit, the rest going for labor and general expenses. In a good year the profits are double that. Wheat, even when there is a full crop, will not yield more than $20 per acre, from which must be deducted the cost of labor and general manipulations, leaving not above $10 or $12 profit.

Trade in old tobaccos was remarkably quiet the past week, sales in small scattering lots to manufacturers for immediate consumption being the principal feature among local jobbers The packing of the 1902 crop is apparently receiving all the attention at the present time.

Cigar manufacturers report no cessation in the volume of business, and that trade is moving merrily and steadily along.

A movement has been started at Strasburg for the establishment of a cigar factory that is to employ at the beginning from fifty to seventy-five hands. A public meeting will be held on Thursday next to further the project.

Revenue Collector Hershey has been notified by the Revenue Commissioner that the local office has been rated No. 1, on the recommendation of Revenue Agent Davis who recently made an inspection. He found that the records were neatly kept and posted up-to-date and the cash and stamp accounts were in balance.

B. F. Newswanger received a very commendable letter from Senator Quay last week, extolling the merits of the cigars bearing the Senator's name and at the same time commenting upon the improvement in the appearance of the package containing the Senator Quay cigars.

Julius Marqusee received considerable 1902 Wisconsin and York state tobacco during the week, and also made several heavy shipments of old leaf.

The Hoffman Leaf Tobacco Co., of Marietta, received immense quantities of 1902 Pennsylvania Havana and Seedleaf the past week and are packing very extensively at their warehouses in Maytown and Marietta.

Visitors in town during the past week were: W. A. Oehler, representing N. Gunther, of Cincinnati, Ohio; S. L. Goldberg, of New York; H. S. Myers, of Young & Newman, and S. S. Swartz, of Loeb-Swartz Tobacco Co., both of Philadelphia.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Sutter Bros.
INCORPORATED
PACKED OF 1901
PENNSYLVANIA



OVER 6000 CASES
NEW YORK
CHICAGO
ST. LOUIS
HAVANA

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Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

J. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Rrascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
Almacenes de San Ambrosio, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

Importers
of
Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
1 t. VOORBURGWAL 227 Office, 183 Water St.,
Amsterdam. Holland. NEW YORK.





OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
New York

Established 1840. Cable "Nargis
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH NEW YORK

I J SCHOENER I M JACOBY



CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

THOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of **LEAF TOBACCO**
Telephone 346 John. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

All New York that smokes imported cigars and everybody else who would smoke them if they cou'd afford it, has been talking about an advertisement which appeared in certain afternoon dailies on Feb. 25. The advertisement was inserted by Acker, Merrall & Condit, one of the arms of the American Tobacco Company, offering the following imported brands at retail at wholesale prices: Cabanas, Carolina, Eden, Golden Eagle, Henry Clay, Intimidad, Manuel Garcia Alonso, Rosa and Vencedora. The advertisement of Feb. 25 is No. 1 of a promised series of like offerings by Acker, Merrall & Condit, details of which are to be announced hereafter.

This is the first time that price cutting on a large scale has taken place on imported cigars. That Acker, Merrall & Condit have been contemplating this step is plain from their recent large importations, the largest in the history of this long established house. Outside of Acker, Merrall & Condit the leading New York importers of cigars are the Waldorf-Astoria Segar Co., Park & Tilford, G. S. Nicholas, G. W. Faber and B. Wassermann. These gentlemen will probably meet the cut inaugurated by Acker, Merrall & Condit. At least, G. S. Nicholas says he will.

The cut is not at all to the liking of the swell clubs of New York. These clubs consume about 15 per cent. of all the cigars that reach New York city from Havana. Some clubs buy about $30,000 worth of imported cigars every year, and all clubs retail them to members at only a fair margin of profit. Not all of the clubs are customers of Acker, Merrall & Condit. Many of them buy their supplies from other importers at prices somewhat higher than those announced by Acker, Merrall & Condit in their advertisement of Feb. 25. For instance, Golden Eagle obsequios, which Acker, Merrall & Condit offer at $248 a thousand or $24.80 a hundred, have usually been bought by the clubs from other importers at $263, and have been retailed to club members at 30 cents, and it is thought that many smokers bearing in mind the A. M. & C. price will hereafter refuse to pay more than 25 cents apiece for the brand. It is predicted that one result of this campaign of price cutting will be that the clubs will buy more cigars than heretofore from the independent manufacturers of Havana, and that a second result will be a greater demand at the clubs for clear Havana cigars made in the United States, because the clubs can realize a living profit from such cigars, which is something they cannot do in imported goods against this competition of Acker, Merrall & Condit.

The only brand in the schedule of Acker, Merrall & Condit of Feb. 25 not manufactured by the trust is the Eden.

Among imported brands manufactured by the independents of Havana which enjoy a good sale in New York and throughout the United States are the Romeo y Julieta, of Rabell, Costa & Co., La Cruz Roja, Flor de Alma, Marques de Rabell, La Eminencia, Amor en Sueno and Flor Extra Fina, of Rabell, Costa, Vales & Co.; the H. Upmann, of H. Upmann & Co.; Sol and Luis Marx, of Behrens & Co.; Hoys de Monterey; La Diligencia and others.

The Havana Tobacco Company has not met the Acker, Merrall & Condit cut in its gorgeous new store at 26th street and Broadway; an officer of the corporation says it will not meet it. The United Cigar Stores Co. has not only met the cut but advertises imported cigars "one or a thousand" at prices slightly under the Acker, Merrall & Condit prices.

***

Lewis Cantor, of Leonard Friedman & Co., and Sol Hamburger, of Hamburger Bros. & Co., have returned from their leaf buying visit to Cuba.

***

J. B. Cobb, President of the Havana Tobacco Company, sailed for Havana on Feb. 26.

***

Advices from Cuba are to the effect that the new crop of shade grown leaf from the plantations of Don Luis Marx will be ready for the market about June 1. It is already known that the quality of the new crop as respects size, fineness of texture, flavor and burn, is the finest ever grown in Cuba.

***

The regular bi-monthly meeting of the Brooklyn branch of the Retail Cigar Dealers' Association of Greater New York was held at Arcanum Hall on the evening of Feb. 26. Secretary Houtain read a rough draft of a circular to be addressed to small retailers urging them to join the Association for protection against the trust store competition, and advising all retailers not to display trust goods or trust show cards. The circular states that all independent stores which have adopted this method have succeeded in selling an ever growing quantity of independent goods. This was the plan originally suggested by Charles L. Fernberg, of Natural Aroma fame, and explained by him in the paper he wrote last fall for the Tobacco World.

Robert E. Lane, of the Executive Committee of the general Association, told the Brooklynites of the proceedings at the big meeting in Maennerchor Hall on the evening of Feb. 24, which was attended by fully 300 members. Mr. Lane said that the capital stock of the incorporated Association had been increased from $25,000 to $50,000, and that the Association had received offers of substantial aid from many responsible independent manufacturers.

Mr. Lane said that there is a possibility that the Association would soon issue coupons of value of its own, and furthermore, that it would redeem the coupons issued by the trust. He said further that there is also a possibility that the Association would go into the business of manufacturing paper wrapped cigarettes. He named several concerns which are at present engaged in cigarette manufacturing, but he did not think it likely that the Association would form an alliance with any one of these. All these plans are still in embryo, but a number of Association members are working day and night on these problems, and others over something which will probably develop soon. Mr. Lane said that the Association expects to have in the near future a membership of nearly 5,000.

A nice question was raised by Secretary Houtain: Mr. Lane had explained that the seven directors of the Association had subscribed among themselves for 100 shares of the common stock of the Association. This was done for the purpose of raising the $500 in cash which the law required the Association to have on hand before starting in business. Mr. Houtain wanted to know if a member of the Board of Directors could hold ten or twenty shares why could not any member own more than one share of the common stock? The constitution and by-laws provide that members can hold but one share each. Mr. Lane's answer was to offer to sell nineteen of the twenty shares for which he had subscribed under the circumstances mentioned. The matter was not concluded at the meeting of Feb. 26. The gist of the point raised by Mr. Houtain is that no member should be permitted to hold more than one share of the common stock, in the spirit of the constitution. Mr. Lane said he had been greatly pleased that the point had been raised. He said that he was so confident of the future of the Association he would be willing to make the Association a present of his surplus nineteen shares; this statement was greeted with applause.

Sam Moss called attention to the fact that independent manufacturers are not supplying needful show cards to the small retailers who during recent weeks have been sending in increasingly large orders.

***

The Union Cigar Manufacturers' Association of New York city at its meeting on the evening of March 2, addressed a remonstrance to the Local Cigarmakers' Union. The union manufacturers allege that the union charges them from seven to nine dollars and a half a thousand for sizes and shapes which are uniformly made in Binghamton at $6. If the grievance of the manufacturers is not redressed by the local unions they will bring the matter to the attention of the general body in charge.

Non-union cigarmakers in New York city get from five to six dollars and a half per thousand for the same class of work for which union cigarmakers get from seven to nine dollars and a half per thousand.

***

The details of the deal by which the Hilson Company goes over to the trust have come to light. It is said that the trust has acquired 51 per cent. of the stock of the Hilson Company, thus gaining control, and that Edward Hilson retains 49 per cent. It is also said that Mr. Hilson will continue as heretofore at the head of affairs at the factory at 39th street and First avenue.

***

Twelve strapping big sailors were sentenced by Judge Thomas in the U. S. Circuit Court on the morning of February 28, to three months imprisonment each for smuggling Sumatra tobacco from steamships of the Hamburg-American line.

In asking the court to impose a heavy sentence on the men Assistant U. S. District Attorney Wise said: "Leniency has proved a failure in three cases. When the tobacco smuggling began we were satisfied to let the sailors off with a caution to discontinue their offences. This treatment led to flagrant violations of the customs law. The sailors did not seem to feel the least gratitude for the mercy shown them, and from every vessel that arrived from Antwerp the inspectors would arrest four or five smugglers. The sailors would carry the tobacco beneath their garments. Each man so laden would leave his ship attended by a bodyguard of two or three men. At the approach of a customs inspector the guard would adopt football tactics and keep the government agents busy while the smuggler escaped to cover."

Judge Thomas is the same magistrate who let Morgan Marshall, the rich box stuffer off with nominal imprisonment and a fine of $2,000. Truly, justice has a heavy cudgel for offenders who are poverty stricken.

***

Park & Tilford and the Surbrug Co. have met the cut in prices on imported cigars inaugurated by Acker, Merrall &

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla

Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"

"Webster"

Office, 209 Pearl St. **"Farragut"**

NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

Condit, as detailed in the opening paragraphs of this correspondence, but the Waldorf-Astoria Segar Co. has not done so and its officers announce that it will not do so.

Many of the restaurants of this city have cut the prices on imported cigars to the figures named by Acker, Merrall & Condit and the United Cigar Stores Company and their patrons are buying liberally. One of the Sunday dailies predicts that the fight will result in increased business to the independent manufacturers in Havana.

***

Kaufman Falk, of G. Falk & Bro., leaves on the Campania on March 7 to attend the Sumatra inscriptions in Holland.

***

Advices from Havana of very recent date are to the effect that Don Gustavo Bock is seriously ill.

COMMUNICATION.

Office of E. Regensburg & Sons,
Makers of Havana Cigars,
164-168 Canal Street.

New York, Feb. 27, 1903.

The Tobacco World,

Gentlemen :— We would thank you to announce through the columns of your esteemed publication that Messrs. E. Regensburg & Sons desire to emphatically deny the rumor which certain parties are maliciously circulating that E. Regensburg & Sons have sold out to the "trust" or the American Tobacco Company.

There is absolutely no truth in the statement, and we wish to assure the trade and the public in general that the rumor is false, and is being circulated by parties who are not friendly disposed to the house.

Assuring you that we will appreciate this announcement, we remain.

Very truly yours,
E. REGENSBURG & SONS.

GOOD PRICES FOR DAMAGED SUMATRA.

The steamer Salak, from Laboen-Deli, Sumatra, having on board 1,500 bales of the 1902 crop, reached Amsterdam during the early days of February in a badly damaged condition. It was while she was nearing her home port that she was discovered to be on fire. All the tobacco on board was either fire stained or water soaked. Much of the tobacco has been sold at auction in Amsterdam and Rotterdam, and greatly to the surprise of dealers brought very good prices. For instance, 16 bales of P v d A | H brought 158 cents (Dutch) at an auction sale in Rotterdam on Feb. 20; 21 bales of P v d | A K | Deli brought 173 cents; 23 bales of the same mark brought 141 cents; 15 bales of Mandi Augin | Deli brought 105 cents; another 15 bales of the same mark brought 151 cents; 17 bales of Tandjong Poetoes | Deli brought 119 cents; 12 bales of D P M | Deli brought 113 cents; 11 bales of the same mark brought 106 cents, and a second lot of bales of the same mark brought 103 cents.

These tobaccos having been sold in advance of the first inscription of the season reveal the interesting fact that the new crop is leafy and thin and much of it dark in color.

GOMPERS GOING TO PORTO RICO.

The Executive Council of the American Federation of Labor has authorized President Samuel Gompers to go to Porto Rico to investigate the conditions of the workers there. The cigarmakers of Porto Rico are extensively organized. Mr. Gompers, who is by trade a cigarmaker, will give special attention to the cigarmakers on the island.

The Otjen Bill Passes the House.

(Special to The Tobacco World.)

Washington, March 2, 1903.

The Otjen bill, prohibiting tobacco manufacturers from giving prizes with their products, has passed the House.

Anti-Blue Law Recommitted.

In the Pennsylvania Senate, on Monday last, the Berkelbach Anti Blue Law bill was recommitted for amendment. Senator Berkelbach said he intends to include the opening of barber shops on Sundays, and put in a provision that cigar selling shall not be allowed in licensed saloons on Sundays. It is thought that in its amended shape the bill will have a better chance of being passed.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE —Univeisal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15. Sent on approval. WINGET MACHINE CO., York, Pa., U S A. 2-28-3m

GENTLEMAN with good address and leaf tobacco experience desires a position with reliable Leaf Tobacco House, to represent them in York and Lancaster counties At reference. Box 61, care of The Tobacco World, Phila. 2-28-4t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE —Fifty (50) J R Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave , New York city, (formerly at 113 Maiden lane). 12-17-3m

WANTED. — Competent Salesman to handle the only perfectly satisfactory Cigar Buncher. Address J. E. Lutz, 240 North 17th St., Phila. 1t

PHILADELPHIA

THE NEW VALENTINE FACTORY.

A Tobacco World reporter visited the new A. Valentine & Son's cigar factory on North Seventh street yesterday. The building the factory occupies is of brick, with all modern improvements and the firm will occupy the second, third and fourth floors. It is anticipated that the finishing up of painting, etc., will be so far completed by Friday next that the actual work of making cigars can be started. Superintendent Charles Hechler, who was with the Sulzberger-Oppenheimer factory for years, expects to start the new Valentine factory by giving employment to not less than 250 hands. This number will be gradually increased. Mr. Valentine and his son have frequently run down from Womelsdorf to overlook the fitting up of the new factory and will most likely be present on "opening day." It is the intention of the firm to manufacture only high grade cigars at the Philadelphia factory.

PENN CO. HAS NEW HOME.

Saturday and Monday were very busy days for the employes of the Penn Tobacco Company. They were "moving days" and all hands turned in with hearty good will and helped transfer the company's large stock of tobacco and cigars from South Sixth street to the new store room and quarters at 612 Market street. The change was effected with but little interference to regular business and in a comparatively short time the store room on the street floor presented an orderly and business-like appearance.

It has been noticed and commented upon that the trend of the larger tobacco houses has been to move to Chestnut, Market and Arch street. The leaf houses, it goes without saying, are mostly on Third street and will probably stick close to that thoroughfare for many days.

AT THE NEUMANN FACTORY.

Sigmund C. Mayer, the genial secretary of the Morris D. Neumann & Co. cigar house returned home Monday morning from a Southern trip. At Memphis and other points Mr. Mayer found business in good shape and secured his share of orders.

Morris D. Neumann is on the way home from his Western trip and will reach Philadelphia on or about March 15. He was at Seattle and other Pacific coast points recently and as usual received the "glad hand" and a good bookful of orders.

While not rushed, the Neumann factory is running steadily and the members of the firm have no complaint to make.

HUB STORE A SUCCESS.

Joseph G. Vetterlein, of the Vetterlein Bros.' factory, is well pleased with the firm's branch retail store at Boston, which has "caught on"—as the saying goes, and is doing a good business. A. Bird Wilson is manager in charge and he is booming sales of the Sabaroso cigar—as well as the other products of the factory, with pronounced success. The Boston cigar store of Vetterlein Bros. is centrally located and admirably furnished and has met with favor at the hands of a large number of Hub smokers.

QUAKER GIRL TO BE EXPLOITED.

J. S. Gellers' Sons & Co. have contracted with William Diebel, the inventor, for 3,000 of the latter's cigar vending machine. Mr. Diebel's machine which has already been described in The Tobacco World, is a remarkable piece of mechanism. When a nickel is placed in the slot provided for the purpose the machine automatically ejects a cigar and also a match. The machine cannot be robbed, it refuses to eject a cigar when counterfeit coin, slugs, etc., are put in the slot.

Gellers' Sons & Co. have secured exclusive rights to use the machine in Philadelphia and as noted they will place 3,000 of them in use. They will use the machines to exploit their popular 5-cent cigar, the Quaker Girl.

Business has so increased with the Geller house in the past few months that two additional salesmen have been taken on, one of whom James McKeever, will look after Philadelphia trade. Mr. Weser, the genial manager of the house, is in New York this week, attending to arrangements for increasing the sale of goods in that city.

A $20 PRESENT.

Moore's branch retail cigar store at Second and Market streets is out with a new kink in the gift and advertising line. Neatly framed in the window is a sign and twenty dollar bill. The sign bears the notice that the bill will be given away April 1 to the trial customer who guesses nearest the number of the $20 note. The number of the bill is carefully hid from view by a strip of black court plaster. Quite naturally the offer is attracting much attention.

PRINCELY HUMOR.

"Anything new today?" queried a Tobacco World representative Monday as he entered the Arch street office of Louis Bythiner & Co., tobacco brokers.

"Yes," answered Mr. J. Prince of the firm, "You'll notice it on the door."

And it was on the door—also the doors and entire store front—a fine coat of appropriate paint which adds much to the street appearance of the office.

A WELCOME INCREASE OF WAGES

Last week John N. Kolb, of the Theobald & Oppenheimer Co., announced an increase in wages of 50 cents a thousand on all cigars manufactured at the company's Trumbauersville and Quakerstown factories. The employes are much pleased with the new scale.

NEW CIGAR STORE PROPRIETOR.

Julius Fox, formerly in the tobacco leaf business at Lancaster, has purchased the cigar business of D. L. Leahy, 29 North Juniper street. He intends to make a specialty of the popular goods of S. R. Moss, of Lancaster.

FINE DISPLAY WINDOWS.

Fauth & Ogden's store at Third and Market streets is fortunate in having a number of large show windows, facing both Market and Third streets. The windows are always artistically dressed with displays of the firm's popular cigars as well as plug and smoking tobaccos and smokers' materials. Something out of the common is also to be found in one of the windows in the way of cigarmaking machinery and tools, of which the firm acts as selling agents.

MOVED TO LARGER QUARTERS.

Parham & Duff have moved from 111 Market street to new and larger quarters at 48 North Eleventh street. The P. D. factory has kept busy and this too, on top of an unusually good holiday business. They continue to uphold the reputation of good Philadelphia made cigars. Another change has been made by the firm which will prove of interest to the trade. Their factory at Pottstown has been moved to more commodious quarters at 129 York street.

MR. POPPER RETIRES.

A change has taken place in the firm of Popper, Doddy and Jourdan. Norbert Popper has retired from the firm, which hereafter will do business under the name of Doddy, Jourdan & Co. Mr. Popper's interests were purchased by the other members of the firm and the manufacture of the popular Spiro cigar will go on as usual.

TO WAR ON CIGARETTES.

The Business Men's Association of Germantown held a meeting at Vernon Hall last Monday evening and discussed the question of the enforcement of the law relating to the sale of cigarettes to boys under 16 years of age. The call for the meeting came as the result of complaints made by many Germantown women who said that their boys were under 16 years of age, yet were able to buy cigarettes at almost every cigar store in that section of the city. Jacob C. Bockius, president of the association, said in reference to the matter: "We have lawyers at work now preparing plans for us, and we have requested several prominent physicians to be present at our meetings to point out the evil consequences attendant on cigarette smoking in general and smoking by boys in particular."

The association will presumably seek to put a stop to the unlawful selling of cigarettes to minors by legal means.

CIGAR BOX MAKERS' CONVENTION

As noted in last week's Tobacco World the fourth annual convention of the Eastern Cigar Box Manufacturers' Association was held at the Hanover Hotel, Philadelphia, Wednesday and Thursday, Feb. 25 and 26. While the convention was not as largely attended as on former occasions a deep interest was taken in the proceedings.

President H. H. Sheip, of Philadelphia, welcomed the delegates, after which the officers' reports were read and referred. All of the old officers of the association were re-elected with the exception of L. P. Walter, who was on the directorship board. He was succeeded by A. Thalheimer, of Reading. The officers thus re-elected are: President, H. H. Sheip, Philadelphia; vice president, C. E. Howell, Elmira, N. Y.; second vice president, G. J. Allen, Richmond, Va.; secretary treasurer, E. H. Defebaugh, Louisville, Ky.

Matters appertaining to the securing of lumber suitable for the manufacture of cigar boxes, cost of boxes, and other questions of immediate interest to the trade were discussed at the convention.

OBITUARY.

During the past ten days death has entered the homes of several tobacco tradesmen and carried off men more or less known to the trade.

Henry Reichard died at West Bethlehem last week, aged 72. He had been in the tobacco business for years.

John Karmrodt, aged 46, died at Sellersville Feb. 22. He was a member of the Philadelphia Cigarmakers' Union. Another member of the same union, Hugh A. Connelly, died at his late residence, 2535 Meredith street, on the same date.

William C. Krammerer, aged 48, died Feb. 21, at his late residence, 140 West Girard avenue. He was engaged in the tobacco business for years and was a member of the Heimgaetner Club.

John Grebinger, aged 55, a well-known cigar manufacturer at Millersville, Pa., died suddenly Feb. 25 from heart trouble.

MOSTLY PERSONAL.

Joseph E. Tuck was an Atlantic City visitor last week.

S. M. Newburger is home after a successful Western trip.

H. S. Moorhead is home from Havana —and may go to Amsterdam.

Sol Loeb, of the Loeb-Swartz Company, left for Havana last Saturday, to be gone two or more weeks.

J. M. Kolb, of Theobald & Oppenheimer, leaves for the Amsterdam inscriptions next week.

Leopold Loeb may go to Amsterdam to be at the inscription but has not decided just when he will start.

On account of the West End Trust Co. having arranged to erect an addition to their building, Robert Klee has closed his branch retail store, 2404 South Penn Square.

Emile De Ritter, of De Ritter Bros., Antwerp, was in Philadelphia this week. He was accompanied by the eldest son of Leopold Loeb Both gentlemen will return to Antwerp some time next week.

PHILADELPHIA LEAF MARKET

While reports differ as to the condition of the leaf tobacco market, some dealers believing it to have been dull, the general opinion is that it has been moving along fairly good during the past week. Old goods are getting scarcer every day and prices remain firm. The scarcity of good binders is causing some anxiety and those offered are taken up quickly.

A fair amount of business has been done in Sumatra. There was not much doing in Havana and the transactions which did take place were small. However, the future is fairly bright with good prospects.

EXPORTS.

Liverpool.—1 case smoking tobacco; 42 cases plug tobacco; 2 bundles tobacco stalks.

Hamburg.—25 cases plug tobacco.

Antwerp.—172 hogsheads tobacco; 3 packages plug tobacco.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents



MINUETTE Cigarros
Ten for Ten Cents

ITABA CROOKS CIGARS
Three for Five Cents

Main Office, Hanover, Pa.

Manuel J. Portuondo Co's

CHICO

The Finest 5c. Cigar in America

Factory,
No. 514 Pine Street,
Philadelphia.

MOHNSVILLE FACTORIES BURNED.

C. M. Yetter and S. Frankhouser the Losers—Serious Explosion in Reading Factory.

Reading, Pa., Feb. 28, 1903.

The cigar factory of C. M. Yetter, located on Church street, Mohnsville, Berks Co., was totally destroyed by fire last Friday. The flames were discovered about 3.45 a. m. A few minutes before Mr. Yetter heard a report, similar to that resulting from the explosion of dynamite. Residents within a radius of two squares also heard the noise, and some say their houses shook. Soon people were running toward the Yetter cigar factory, from which smoke was issuing and one hour later the factory was in ruins. The building was a two-story frame structure, 30x40 feet. The old part was two stories in height, having a pitched roof. An addition, built some time ago, was three stories high. A plug stream was played on the flames, but without avail and only a few articles were saved. An effort was made to remove the safe. A one and one-half story frame structure, 12x20 feet, on the rear of Dr. B. H. Miller's lot, occupied as a cigar factory by Samuel Frankhouser, was also destroyed. Incendiarism is strongly suspected. A stranger, who had the appearance of a tramp, applied for tobacco at the Yetter factory Thursday afternoon. The place was so busy at the time that no attention was paid to him and it is alleged, that after he left the building he surveyed the factory and loitered in the neighborhood. Nothing was seen of him after that.

Following what has been his custom, Mr. Yetter went through the factory building after closing time of the day of the fire to secure the doors and windows. He then fixed the heater for the night. There was no sign of fire when he made the inspection. The heater was at the opposite end of the factory where the blaze started, thereby deepening the mystery. The safe was not tampered with and the contents were not damaged, barring a little scorching. Forty-five cigar makers and fifteen other employes are thrown out of work. The factory was established by Mr. Yetter about four years ago. The loss is estimated at $15,000. There was a lot of leaf tobacco in the building besides 80,000 unstamped cigars and 50 000 stamped ones. All were destroyed. There is $750 insurance on the building, and about $6,500 on stock. Mr. Yetter has not yet decided whether he will rebuild. The conflagration is quite a loss to the community. Mr. Yetter's loss on leaf tobacco alone is about $4,000. This is his busy season. Deputy Collector F. W. Cranston is adjusting matters.

A serious explosion took place last Thursday afternoon at the factory of the Taylor Bros.' Tobacco Company, Carpenter and Cherry streets. The factory is heated by steam furnished by the Central Foundry and Machine Company, across the street. Owing to some defect in the heating apparatus, the pressure of the steam became so high as to completely burst a radiator on the second floor of the tobacco factory. There was a loud report, followed by violent hissing of steam and the employes, terror stricken, fled to the roof of the building. After the pressure of the steam was relieved water began to pour out of the bursted radiator, flooding the second and first floors and filling the cellar. The room, which is 40x60 feet on the second floor, was filled with employes during the excitement and the hot water flew across the room striking several employes in the face and body. The injured were: Mame George, Esther Dorward and Elizabeth Eisenbise. None of them were injured seriously, but they had narrow escapes. The damage is estimated at over $500.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION
OF
$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?
(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75,000 00
	35,213		
	35,213 persons		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.
[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800.523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574.551,047	628,881,303
May	456,509.855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.
Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.



E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR

EVERY DAY

Chief Rabban *Lady Mar*

Wyoming Elk *Ortho*

La Caribbean *Nickname*

Quality Counts in the product of

The Penn Cigar Co., Reading, Pa.

John H. Witter,

Manufacturer of *Newmanstown, Pa.*

FINE HAVANA HAND MADE

CIGARS

Lord Gloster--10c.--Henry W. Sage

Dundreary, 5-cent

WM. H. REDCAY

READING, PA.

MAKER OF

HIGH GRADE HAND MADE **Havana Cigars**

UNION MADE.

Famous Brands:

RINGOLD and FUDGE, 5c.

KEY WEST HAVANA, 10c.

Write for Prices. Jobbing Trade Solicited.

Trade-Mark Register.

TOP OF ALL. 13,966
For cigars, cigarettes and cheroots. Registered Feb. 24, 1903, at 9 a. m., by C. H. Erisman & Bro., Lancaster, Pa.

MY FORTE. 13,967.
For cigars, cigarettes and cheroots. Registered Feb. 24, 1903, at 9 a. m., by C. H. Erisman & Bro., Lancaster, Pa.

LA FLOR DE LUBAR. 13,968.
For cigars and cigarettes. Registered Feb. 24, 1903, at 3 p. m., by B. Lubar, Philadelphia, Pa.

EL MADEO. 13,969.
For cigars and cigarettes. Registered Feb. 24, 1903, at 3 p. m., by B. Lubar, Philadelphia, Pa.

OUR PRINCESS. 13,970.
For cigars. Registered Feb. 24, 1903, at 3 p.m., by M. Kivatinos, Philadelphia, Pa.

AUTO-SMOKIT. 13,971.
For cigars, cigarettes and cheroots. Registered Feb. 25, 1903, at 9 a. m., by C. H. Erisman & Bro., Lancaster, Pa.

PRIDE OF THE CENTURY. 13,972.
For cigars. Registered Feb. 26, 1903, at 9 a. m., by F. B. Shindler, Red Lion, Pa.

LITTLE DRUMSTICKS. 13,973.
For cigars, cheroots and little cigars. Registered Feb. 26, 1903, at 9 a. m., by J. K. Pfaltzgraff & Co., York, Pa.

BIG DRUMSTICKS. 13,974.
For cigars, cheroots and litule cigars. Registered Feb. 26, 1903, at 9 a. m., by J. K. Pfaltzgraff & Co., York, Pa.

LITTLE DRUM. 13,975.
For cigars, cheroots and little cigars. Registered Feb. 26, 1903, at 9 a. m., by J. K. Pfaltzgraff & Co., York, Pa.

TUSCAROURA WHIFFS. 13,976.
For cigar. Registered Feb. 26, 1903, at 9 a. m., by F. B. Shindler, Red Lion, Pa.

CSETNEKI. 13,977.
For chewing and smoking tobacco. Registered Feb. 28, 1903, at 9 a. m., by W. M. Applegate, Bethlehem, Pa.

BLOSSOM CLUB. 13,978.
For cigars, cigarettes and cheroots. Registered Feb. 28, 1903, at 9 a. m., by S. Wagner, Stamford, Conn.

CONCLAVE CLUB. 13,979.
For cigars, cigarettes and cheroots. Registered Feb. 28, 1903, at 9 a. m., by S. Wagner, Stamford, Conn.

WILLIAM THE SILENT. 13,980.
For cigars, cigarettes, cheroots and tobacco. Registered Mar. 2, 1903, at 9 a. m., by M. L. Harris, New York.

REJECTIONS.

High Tone, Prince Henry, Fairy, The Roller, Sky Rocket, Drumsticks, Drum, Big Drum, I. O. U., Combination, Grand Duke, Five Points, At Home, Uncle Toby.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Los Avanzados, La Africosa, Necko, La Englatina, County Parsons, Union Orator, Princess Annabel, Union Pleader, Union Adjuster, Egyptian Amazon, Egyptian Kalpis, Flor de Platter, Hijo, Ravenlock, Mariners, Latora, Gloriana, Cadalic, Hilia, Virginia Girl, Fama de Antillas, Flor de Atenas, Oriental Gem, Fama de Romana, Triunfo de Antillas, Triunfo de Romana, General Sigel, El Qcabosis, Amalco, Stone King, Gold Jack, Copper Jack, Trafico de Libre, La Esistencia, La Rosa de Carroll, Adam Mickiewicz, Ed. Gray, Joseph T. Belmont, Nat. Wills, Cuabo, Flor de Count de Vergennes, Red Rocket, Delicata, La Remarkquable, Golden Cluster, Scarlet Runner, Emerald Green, Scarlet Horn, Indigo King, Gibraltica, Cardinalis, El Octo, Golden Canary, Snowclad, Sutoria, Pedro Rozales, Lady Lindhurst, Lady Sophie, La Rienta, La Hida, Lord John Simons, Prince Admiral, Admiralidad, La Miradosa, Upper Berth, Jolly Girl, Enormidad, Millibus, Buster-Earl, The Suzerain, Eudaldo, Climaxico, Sunday, Vorwerts, Fornicko, The Guardian Flag, The Guardian Banner, U. S. Principles, Scrutator, Dorothy Perkins, Lord Vinton, Lord Victor, The Joy Line, Strobel, Ravenlock, Golden Isle, Mayer's Casino, Luxor, Little Jud, Francis the First, Iran, Francis the Fourth, Richard the Fourth, Clovis, Morgan's Flats, Hammurabi, El Vetrano, John Wanamaker's First Sale in New York, Francisco Sanchez, Alcalde Sanchez, Cigar-A-Phone, Yale, Main Issue, Capt. Frank H. Peck, Owlets, William Tell, Cuban Trophies, Queen Tobac, El Quesada, Barber's International Union, Douschka Pickens, Mr. Tryone, Miss Taker, Mr. Smoke, Elcura, Leroser, O'Pat, Mr. Flinn, Ulitea, Sing Sing Crooks, Oarsman, Minar, Lord Bute, John Wight, Medita, The Kolman, Quaker Lily, Elcita, Lassie, La Fama Cubana Tobaccos, Medalla de Prima Cla e, Duluth Home Made Cigar.

SUMATRA SEIZED IN BOSTON.

A conversation about buying tobacco cheaply, overheard in a hotel office in Boston by a U. S. Special Treasury agent, resulted in the seizure of 600 pounds of smuggled Sumatra.

No arrests were made, as of the three men found in a house in which were stored eight bales of the Sumatra, two proved that they were without knowledge of the fact that the tobacco had been smuggled, and the third showed the officers that he simply provided storage room for it.

PARTY FEELING AT YORK

Ran High Over I. R. Stamp Clerkship—Mattingly & Co. to Build New Warehouse—Trade Notes.

York, Pa., March 2, 1903.

A recognized improvement over the old method of visiting county trade is the street railway system, which daily carries numbers of salesmen to the several parts of the county, and at this season of bad roads this improvement is especially appreciated.

Local party feeling has manifested itself in the shape of numerous petitions and requests for the position of stamp clerk or outside deputy at the Internal Revenue Office. There were so many requests that Collector Hershey, of Lancaster, Pa., caused to be inserted in the city papers notices to the effect that "all appointments were selected." Later announcements confirmed the report that the parties previously reported in these columns had been appointed.

Geo. Gable, of Windsor, Pa., is as busy as usual manufacturing; it seems an appreciative trade recognizing good combinations and timely brands, duplicates orders and the result is a busy factory.

It is estimated that through the failure of Jefferies & Son, New York cigar dealers, York county manufacturers are affected to the amount of about $10,000.

H. C. Schultz, of Hellam, who recently failed, has been arrested for issuing false paper and is charged with forgery in the indictment.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.



E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible. Selected B's and Good Tops a Specialty.

SONDHEIMER & SMITH,

Packers of and Dealers in **LEAF TOBACCO**

LANCASTER, PA.

P. L. Leaman & Co.

Packers and Dealers in *LEAF TOBACCO*

145 North Market Street,

Lancaster, Pa.

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in LEAF TOBACCO

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,

Packer of and Dealer in *Leaf Tobacco*

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St., Lancaster, Pa.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED AKRON, PA.

J. E. SHERTS & CO.


Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

A. W. ZUG
High-Grade Cigars
EAST PETERSBURG, PA.


Recommended for Exquisite Aroma and Excellent Workmanship.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.


R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.

WE CAN SAVE YOU MONEY
When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Books,
Etc.

THE STERNBERG MFG CO.

Ask for Our Catalogue No. 5
IT ILLUSTRATES 1500 of the LATEST AND UP-TO-DATE CIGAR MOLD SHAPES
AND A COMPLETE LINE OF CIGAR MAKERS' SUPPLIES

Main Office and Works, 1702--1712 West Locust Street, DAVENPORT, IA., U. S. A.

Several parties having claims against Harry Meads, manufacturer, of Red Lion, have levied upon his personal property and closed his factory accordingly, until the day of sale. York firms are among the creditors.

The principal brands of Amos Druck, of York, are meeting with so much success that his factory force is overtaxed at present.

Emanuel Sechrist, of Dallastown, is now fairly established in his new quarters, and reports the usual amount of good trade.

Geo. Wert, of Dallastown, will open a union factory in York about April 1 in the factory now occupied by J. Geo. Schreider. Mr. Wert has made arrangements for the disposal of a large quantity of union goods and no doubt will operate a large factory.

C. E. Mattingly & Co., of McSherrystown, Pa., in order to have better facilities for handling their stock, will erect a stock warehouse at once for this purpose. The firm have a great many orders for goods to be filled shortly and contemplate securing more workmen to enable them to fill orders more promptly.

The large factory under erection in Hanover by Lewis Pfaff, Jr., will be completed soon. The factory is to be a union shop and a number of hands will be employed.

Chas. Weston, expert pool player, gave two exhibitions of the art at the cigar store of Young & Busser in the Square, Wednesday and Thursday evenings to large crowds.

Edw. Neiman, of Thomasville, is very busy filling an order for fifty cases of cigars lately received. In this case as with many others the scarcity of workmen handicaps the output considerably.

Gillen & Granat report the sale of 175 cases of Seed B's this week as well as several shipments of Connecticut. Mr. Granat returned this week from a business trip to Reading, Pa.

Chas. Busby, formerly a manufacturer of cigars in McSherrystown, Pa., has been visiting the trade for some time past in the interests of the above firm.

Visitors, as well as local contemporaries, unite in pronouncing J. H. Stiles' warehouse the most commodious and up-to-date tobacco building in the state.

Fred Block, of the firm of Chas. R. Goldsmith & Co., New York, was a visitor in the city on Saturday and considers this, his first commercial visit here, as entirely satisfactory.

The initial visit of W. A. Oehler, salesman for N. Gunter, Cincinnati, O., was likewise considered as time well spent with a busy cigar manufacturing community.

Other visitors to the city were: Joseph Haas of the Lebanon Leaf Tobacco Co., of Lebanon, O.; Theo. Byxbee, with J. Cohn & Co., and Fred Bowers, label salesman, with L. E. Newman & Co., both of New York.

'FRISCO TRADE STEADY.

Number of New Deals On—Trade Notes and Personals of Interest.

San Francisco, Feb. 24, 1903.

The present condition of trade is quiet. The weather has again become favorable to the retailers and the days are like those of spring; but about all that the various dealers can report is a steady quiet business. Shipments of leaf tobacco and cigars are beginning to arrive after the delay caused by eastern storms and prospects are so favorable for an unusual season to come that all buyers who have been east are placing big orders for goods.

The Pacific Coast territory is now enjoying a number of new deals with prospects for more to follow. The John Bollman Company, manufacturers of cigarettes and tobacco, is offering 100 Imperiales cigarettes free with each 1,000 Sultan cigarettes. March 1 M. A. Gunst & Co., will offer a new deal of fifty Arthur Conchas free with 500 Owl cigars and fifty Arthur Conchas and fifty Arthur Caballeros in new style package with 1,000 Owls. Rinaldo Bros. & Co. are making a big hit on their new Tom Keene deal. J. M. Gamble, Pacific Coast agent for the Continental Tobacco Company, says that that company will withdraw its certificate-of-value offer for each 500 Cubanola cigars after Feb. 28.

L. A. Sawyer, Pacific Coast representative of the Los Dos Naciones Cigar Company, has been out in the interior of the state where he has stirred up a big business. He will return to-night.

A. Ehrman, of Ehrman Bros. & Co., wholesalers, has returned from his Alameda county trip. Lex Ehrman has left on a short trip to Nevada City. I. I. Hess, traveling representative of the company, has left for a trip through the San Joaquin Valley and coast points. S. I. Blake has returned from his trip to Hollister and other southern points.

E. L. Allenberg, in the tobacco department of the Johnson-Lock Mercantile Company, reports an increase of 25 per cent. in the sales for this month over those of the same month last year and believes that the record will continue. Milton Glass, who has been down in the Salinas Valley has been doing a big business. He will return next week.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.



3-I-C Specials

3 for 5 cents

PHARES W. FRY,

To Jobbers only. Lancaster, Pa.



A sure cure for Dry Cigars and Tobacco. A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 1x12x30 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 1x7x17 for each wall case shelf; 1x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

USE OUTDOOR DISPLAY

We Furnish Estimates To Advertise Anywhere

PAINT OR POSTER

Sketches and Designs FREE

The BILLPOSTING SIGN CO.

814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings

Submit sample by mail and put name and address on parcels

INTERNATIONAL TOBACCO COMPANY

204-206-208 East 27th Street, NEW YORK

M. D. BOALES,

Leaf Tobacco Broker

Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher. Hopkinsville, Ky

The company has four men out on cigars alone.

Dave Erdrich, traveling for the tobacco department of Wellman, Peck & Co., wholesale grocers, has just returned from Sacramento where he opened a number of new accounts, besides doing a big work with regular customers. C. E. Frank is at present in the southern mines sending in good orders. The company's only objection is that goods do not arrive fast enough.

A. F. Baumgartner, partner with Boltz, Clymer & Co., wholesalers, is home from his Salt Lake trip and will leave for Los Angeles this week. Genial Billy Goodfriend is to assume charge of the company's retail counter on March 1.

It is reported that J. H. Marcuse will buy out the Auzerais stand at the corner of Powell and Ellis streets on the expiration of the present lease.

P. Goslinsky, of E. Goslinsky & Co., importers of leaf tobacco, is preparing to make a trip south in the interests of the house.

H. H. Kulius, a cigar manufacturer of Seattle, Wash., is in San Francisco making large purchases of leaf tobacco.

J. Bamberger, of J. Bamberger & Co., wholesalers in cigars, is north in Placer county and will be back next week.

A. Stark, of L. Stark & Co., Havana cigarmakers, is now in San Francisco visiting the trade.

H. L. Judell, of H. L. Judell & Co., cigar manufacturers and jobbers, has a new Alphonse cigar which is advertised very effectively by the phrase: "Have an Alphonse, my dear Gaston?" His son and partner, Emil Judell, is now in Portland and Seattle sending in good orders.

J. L. Daniels, representing J. Friedman & Co., will take a run up to Eureka this coming week for the purpose of placing some leaf tobacco.

The Native Daughters' cigar factory is rapidly moving to the front. Louis J. Bronston has just returned from a northern trip where he found the country in a promising condition. Mr. Bronston will leave this week for the south and expects to do a big business.

Albert M. Kohlberg left this week on a business trip in the leaf tobacco market.

Will Fisher, who has been on the coast for two weeks for A. Cohn & Co., left for his home last night.

Jonas Schoenfeld & Co., leaf dealers, have just received a big shipment of Sumatra and have four carloads of domestic on the road.

M. Blaskower, cigar importer, will open his stand on the corner of Kearny and Geary streets—which he has been entirely remodeling—on March 1.

PATENTS

Quickly secured. OUR FEE DUE WHEN PATENT OBTAINED. Send model, sketch or photo. with description for free report as to patentability. 48-PAGE HANDBOOK FREE. Contains references and full information. WRITE FOR COPY OF OUR SPECIAL OFFER. It is the most liberal proposition ever made by a patent attorney, and EVERY INVENTOR SHOULD READ IT before applying for patent. Address:

H. B. WILLSON & CO.

PATENT LAWYERS,

Le Droit Bldg., WASHINGTON, D. C.



G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF

CIGARS

Factories, York and Yoe, Pa.

Leading Manufacturers in the East

Five Cent Goods Unequaled for the Money.

Daily Capacity, 100 000 to 125,000





Great Sire

A National Leader in

Five Cent Cigars

MADE BY

J. E. Hostetter,

Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.



Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: { York Nick, Boston Beauties, Oak Mountain, Porto Rico Wave }

Capacity, 25,000 per day.

Prompt Shipments guaranteed

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edward Grieg"



THE BEST FIVE CENT CIGAR.



BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for Wholesale and Jobbing Trades

Correspondence solicited.

Samples on application

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.



STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.



B. F. ABEL,

Hellam, Pa.

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

W. H. RAAB & SONS

MANUFACTURERS OF



High Grade Cigars.

DALLASTOWN, PA.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.

G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

MUSIC AND PRESENTS LURE CIGARMAKERS.

How Employes are Won from Independent Factories.

The following is a literal copy of a letter received by a large leaf house, the other day from one of its salesmen, names of persons and places only omitted.

"I found——at home all right. But could not do a thing with him. The octopus is hurting him badly by starting its factory here. When they first started up they raised the price of labor $2 per thousand, and got over one half of ——'s force. Last week the octopus raised the price another 50 cents with the result that —— is not able to fill his orders. He says business is good but that he cannot stand the raise in price of labor. Today (Saturday) the octopus factory takes all its employes to the matinee, and every noon they are given some kind of an entertainment. To top it all, any girl working for the octopus who brings another girl from ——'s factory gets a gold ring and the new girl gets a box of bon-bons, so you can see the octopus is making it interesting for ——.

"As all the cigar factory labor in this neck of the woods has heretofore been employed by —— he has had to break them all in. As matters now stand nobody knows just what the outcome will be. Not only is the octopus paying top prices but it is satisfied with any kind of work. I went up in the factory with —— and heard his foreman call a girl down for not cutting her wrappers close enough and she quit on the spot saying her sister had been 700 short at the octopus factory last week and there was no kick. The object of the octopus is plain enough. It remains to be seen whether it will succeed."

NOT ENOUGH SHOW CARDS.

Retail cigar dealers in sympathy with the anti-trust movement are complaining that the independent manufacturers of cigars and other tobacco products do not supply them with sufficient show cards or other advertising matter. The manufacturers, on the other hand, allege that if the retailers insist upon getting goods at prices lower than the prices for trust goods they cannot afford to give expensive show cards with their merchandise. The margin of profit, they say, is too small to permit the extravagance. If, however, the goods of the independent manufacturers get a steady following by and by this condition will change and the cigar stores of the independent retailers will have their walls adorned with many a handsome show card that is now wanting to them.

Some independent manufacturers complain that although they do supply their customers with show cards costing as high as $80 a thousand in lots of 5,000 the dealers throw them behind the counter or out into the yard.

This matter is really worthy of great attention especially as the so-called "trust stores" adopt every conceivable method to make their premises attractive.

GENERAL NOTES.

T. C. Brinker has opened a cigar factory at Lancaster, Mo.

Wm. Cooper is arranging to open a cigar factor at Quincy, Mich.

Salee & O'Connell have started a new cigar factory at Middletown, O.

Buckley & Halstead have opened a wholesale cigar house at Jamestown, N. D.

Frank Krauser has opened a small tobacco manufacturing plant at Bushness, Ill.

W. E. Gantlin, of Paris, Tenn., has opened a tobacco rehandling house at Henderson, Ky.

The Illinois Supreme Court handed down a decision last week in the Butler Street Foundry Iron Company case sustaining as constitutional the Illinois Anti-Trust law.

The Stonewell Jackson Cigar Company has planned to erect a four-story cigar factory at Montreal, Canada which, when in operation, will give employment to 450 hands.

Seventeen-year-old Warren C. Grover suicided by shooting himself through the head recently at Jamestown, N. Y., and cigarettes are blamed for his rash deed as he was an incessant smoker.

Boulad Freres, of Alexandria, Egypt, in a recent letter to an American manufacturing paper, says there is a demand in Egypt for American-made tobacco knives and other cutlery used by tobacco growers.

Harvey, Albert E., and Ira D. Tucker have sold 109 acres of land near Bloomfield, Conn., to the Windsor Tobacco Growers' Corporation. The property, known as the Eggerst farm, is used exclusively for growing tobacco.

The House branch of the Delaware Legislature recently passed a bill prohibiting the sale of cigarettes in the State under penalty of a fine varying from $200 to $500. The bill came before the Senate February 19th and was defeated by a vote of 6 to 11.

PATENTS RELATING to TOBACCO, Etc.

721,533 Cigarette making machine; Louis B. Baron, London, England.

721,566 Combination tray for holding cigars; Jacob A. Hyle, assignor of one-half to G. F. Arney, Altoona, Pa.

721,450 Cigar lighter; Frank Kraemer, Chicago, Ill.

721,615 Tobacco leaf hanger; Wm. W. Smith, assignor of one-half to J. H. McNeill, Browns Summit, N. C.

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

Superior Ohio Tobaccos

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. JOHNS,

Office:---McSherrystown, Adams Co., Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
H. S. SPRINGER, Mgr.

CHICAGO, 56 5TH AVE.
J. N. WIDDIFIELD, Mgr.

SAN FRANCISCO, 320 SANSOME ST.
L. S. SCHOENFELD, Mgr.



Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market,

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.
BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.



Price, $1.00. Large Discount in quantities.

No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.

Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.

WM. DIEBEL,
327 N. Eighth St., Philada.

"TOO BAD!"

Oh, ye of little faith! why go on in the old, old way selling Trust Goods, when you can make your commonplace drudgery bright and cheerful by selling Our *Union Made* Goods?

Taylor Bros. Tobacco Co.

Independent Tobacco Makers
Union Factory 2

READING, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York

First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

Sales appear to be quite scattered as well as of low values, provided we judge of the quality by the prices paid for it by the speculators. When growers are really panic-stricken for fear that they should not be able to sell, binder prices, as well as filler rates, often enable these sharks to secure many fine crops. There appears only one way to avoid this condition, and that is for the growers of each tobacco town to organize a co-operative association. Then erect a spacious warehouse where the tobacco can be assorted, packed and sweated, and held for sale by the society's officials. The president should meet the conventions of the other towns and arrange all matters pertaining to the association, including the appraisal of each man's crop, giving a certificate of its value. The banks are said to be willing to advance sixty per cent. on the crop. It seems as though this would be better than to form a corporation, and as a promoter of the plan says, it might return at least ten per cent. dividend. But does not this last feature look too much like skinning the poor growers?

Our correspondents write:

Vernon, Vt.: "I have no new sales to report. J. E Hubbard and B. A. Statton are having their tobacco assorted. Buyers are in town, but are only offering filler prices, and the farmers are refusing to sell at prices offered. It is safe to say that one-third less acreage will be raised in town this year."

Montague: "Buyers have been in town, but I hear of no sales. A. M. Lyman declined an offer of 12c for his fine crop. There is much enthusiasm over the proposed co-operative organization in the valley."—American Cultivator.

BALDWINSVILLE, N. Y.

There has been considerable activity in the local market during the past week. A. W. Gieske has been riding with J. Wallace Lee and they are reported as having bought about 100 acres. Other buyers who have been riding are A. Heinke, H. Muller, of New York; Wm. J. Lukaswitz, of Dayton, Ohio, and I. H. Weaver, of Lancaster, Pa.—Gazette.

EDGERTON, WIS.

About the same conditions prevail at the market points as for some time past in the continuation of the buying movement. Buyers are hunting out the unsold crops of both old and new goods, which in the aggregate make quite a respectable showing. Prices, however, do not show much change from former quotations.

E. C. Tallard purchased 52cs of '99 of Samuel Marsden; C. F. Tallard 50cs of '96 of N. Bergum, and H. W. Child 125cs of '01 from P. N. Johnson.

There evidently is more old leaf moving than dealers willingly report. We learn the sales of a single dealer for the month so far exceed 700cs.

The work of receiving the new crop goes steadily on keeping in advance of the warehouse needs. It is believed something better than half the crop is now already cased.

Shipments, 500 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 878 hhds; offerings on the breaks were 64 hhds; sales 50 hhds.

The qualities offering on the breaks continue mainly of the lower grades of leaf of rather poor quality, very few lugs appear.

The market showed no marked change.

The loose tobacco season draws to a close as the ownership of perhaps ninety per cent. of the crop has passed out of planters hands.

The weather has moderated and the thaw leaves the roads in very bad condition. Plant beds are prepared as the weather permits.

QUOTATIONS:

Low Lugs	$1.25 to $4.50
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.50
Common Leaf	6.75 to 7.25
Medium Leaf	7.50 to 8.50
Good Leaf	9.00 to 10.00
Fine Leaf	10.50 to 12.50

HOPKINSVILLE, KY.
M. D. Boales.

The past month has been quiet; only for loose tobacco and old hogshead tobacco the demand continues active and strong—Lugs, 4 to 5c; Leaf, 5 to 7½c in piles on floor In the country, buyers are paying 5½ to 7c crop round. Old hogshead is going out steadily at—Lugs, 5¼ to 6½c; Leaf, Common, 6½ to 7¾c; Medium, 7½ to 8¾c; Good, 8½ to 10c, all long, 25 to 27 inches. The new hogshead tobacco is moving slowly; breaks are small and prices are not established.

Lugs Low—4 to 4¼ Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 6c.

Leaf Low—5 to 5½ Com., 5½ to 6¼c; Med, 6½ to 7½c; Good, 7½ to 9c.

The loose market in piles: Lugs, 4 to 5c; Leaf, 5 to 7½c. Market active, with good demand.

MONTHLY REPORT—FEB.

	1903	1902
Receipts for month	1,410	1,160
" " year	3,115	1,740
Sales for month	195	99
" " year	417	140
Shipments for month	438	365
" " year	877	552
Stock on sale	3,001	1,810
" sold	522	365
" on hand	3,523	2,175

Cuban cigarmakers at Montreal, Canada, have went out on a strike, demanding that the number of under paid employes be reduced and that the Union label be placed on their handiwork.

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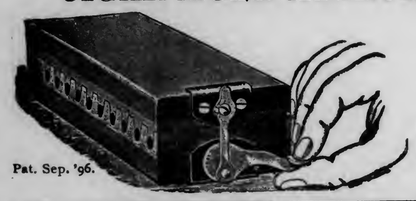
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AND

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LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Business Changes, Fires, Etc.

Idaho.

Pocatello. Dewey Cigar Store, attached, $300.

Indiana.

Anderson. E. E. Cartwright, cigars, sold out.

Indianapolis. Eli B. Kaufman, of B. Kaufman s Sons, wholesale and retail cigars and tobacco, withdraws.

Iowa.

Ottumwa. Hawkeye Cigar Manufacturing Co., bill of sale, $10,137.

Maine.

Dexter. Ervil L. Jackson & Co., E. L. Jackson, individually, sold real estate $1,000.

Maryland.

Baltimore. Jacob Lehowitch, retail cigars and tobacco, sold out at public auction.

Massachusetts.

Boston. Nelson B. Clark & Co., Nelson B. Clark, proprietor, jobbers and retail cigars, assigned.

Whitman. Andrew J. Bartlett, cigars, real estate mortgage $400.

Michigan.

Detroit. Moses Fromberg, cigars and tobacco, judgment, $148. ——Old Sol Cigar Co. (not inc.) manufacturers, trust chattel mortgage, $3,250.

Dundee J. W. Miller, cigar manufacturer, deed, $750.

Jackson. Charles C. Denio, wholesale and retail cigars and tobacco, succeeded by C. C. Denio Cigar Co.

Lapeer. Benjamin N. Cutting, cigar manufacturer, chattel mtge., $500 discharged.

Port Huron. Charles E. Mucford, manufacturer and retail cigars, damaged by fire. ——M. E. Sovereign, cigars, damaged by fire. ——Stewart & Clench, cigars and tobacco, damaged by fire——Lipious N. Wagar, cigars, etc., damaged by fire.

Nebraska.

Columbus. Kart & Wass, cigar manufacturers, succeeded by W. Kurt.

New Hampshire.

Manchester. Wm. G. Connor, manufacturer and retail cigars, fire damage.

New York.

Batavia. Hooker & Brown, wholesale and retail tobacco, succeeded by Robson & Brown.

Binghamton. Richard A. Hill, leaf tobacco and cigar manufacturer, damaged by fire. Insurance, $3,250.

Gloversville. Clark & Co., cigar manufacturers, damaged by fire.

New York City. Frederick Von Beesten, leaf tobacco, dead, Martha Von Beesten continues under same style.

Niagra Falls. S. Geyer, wholesale and retail cigars and tobacco succeeded by Joseph C. Geyer.

Olean. John H. Sigel & Co., cigars, etc., succeeded by W. H. Preckle.

Ohio.

Cincinnati. Ogalla Cigar Co. (not inc). manufacturers, sued, $495.

Youngstown. Kenney, McGinnis & Kennedy, cigars, Kenney withdraws.

Oregon.

Portland. P. Benson, cigars, burned out, insurance, $400.

Pennsylvania.

Emaus. Melroy & Bachman, cigar manufacturers, succeeded by Thomas Bachman.

Scranton. Becker Bros., cigar manufacturers, real estate mtge., $800, vs. John J. Becker individually. ——Frederick Young, cigar manufacturer, real estate mtge., $1,200.

Phones: { Keystone, 67-70 Main. Bell, 62-39 A

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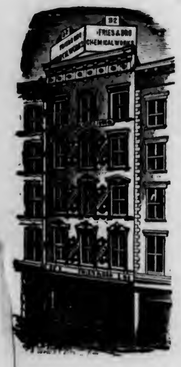
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HOLIDAY GOODS & ADVERTISING NOVELTIES.

THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods and Celluloid Signs

of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.

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Our Popular Brands: "Flor de Roedel," "Miss Philadelphia," "The Philadelphia," "Zimmy Light Roadster," "Unmatchable."

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IF YOU WANT TO
FIGHT THE TRUST
Try Lipschutz's "44" Five Cent Cigar
It is made here in Philadelphia, by Experienced Union Men.
It is made in Six different sizes.
You will be sure to Gain New Customers and Retain Old Ones.
By Postal or either 'Phone Our own delivery wagon will call on you.
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Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.,
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PHILADELPHIA, MARCH 11, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

SUMATRA FLORIDA HAVANA SEED
LARGE AND COMPLETE ASSORTMENTS
A. COHN & CO. 142 WATER ST. NEW YORK
WRITE FOR SAMPLES

Manufacturers,

TAKE HEED!

You can't make Good Cigars of Poor Tobacco;

You can make Fine Cigars of Good Tobacco;

BUT YOU CAN MAKE the FINEST CIGARS of the BEST TOBACCO,

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THE TOBACCO WORLD

A BRIGHT FUTURE FOR HAVANA INDEPENDENTS.

By Charles Meissner, with M. E. Flaherty.

I think the independent cigar manufacturers of Havana should view with equanimity the present cutting of prices by trust cigar stores on the cigars manufactured in Havana at the trust factories, because the result is bound to inure to the benefit of the independents. My reasons for so thinking are these:

First—The consuming public, a large majority of whom has heretofore been able to buy imported cigars only on occasions, is now buying them in large quantities, and is thus cultivating a taste for cigars made in Havana which it will be the aim of most of them to gratify oftener in the future than heretofore. Imported cigars will not always, of course, be sold at prices under the cost of importation, but even if this most improbable condition were to prevail permanently it would result in good to the independent manufacturers, because independent jobbers and retailers in the United States not being able to make any profit out of imported trust goods, would take to handling independent brands out of which they could make a satisfactory profit.

Secondly—The future is bright for the independent manufacturers of Havana because the public is learning, through the very price cutting tactics of the trust grocers and retail dealers that there are in Havana a number of long established factories manufacturing lines of remarkably fine cigars about which it has heretofore known little or nothing. By and by the public will go a step further, and discover that the other manufacturer in Havana who attends personally to the purchase of his leaf, whose cigars are made under his own eye, and who attends with diligence and perseverence to every detail of his business is able to produce an ideally fine cigar.

There are men among the independent manufacturers of Havana who have spent a lifetime in the business; who have worked at the bench first as apprentices and then as journeymen cigarmakers, and who have always spent more or less time in the study of the leaf they put into their cigars, who are giving to the public cigars every single one of which is representative of the knowledge, the skill, and the good faith of its manufacturer.

Fine Havana cigars will always be luxuries, and as luxuries will always command high prices. But that does not mean that they are only for the rich, upon whom luxuries pall, anyhow. The poor man, or the man with only a moderate income, who only buys an occasional imported cigar is a very desirable patron. His money is just as good as the rich man's, and his enjoyment of his rare treat is so keen that every man who notes it takes a pleasure in it just as if he shared it. Well, it is this very man of limited means, but with a cultivated taste, whom the present cut in the prices of imported trust cigars is educating to a future profitable appreciation of the excellent brands made in Havana by independent manufacturers.

CHARLES MEISSNER.

RECIPROCITY, YES OR NO?

The Tobacco World has been saying for over a year now that there would be no Cuban reciprocity, and this in despite of President Roosevelt's advocacy of this measure, which, by the way, is inexplicable on the part of a President who is seeking to convince the people that he is an anti-trust man. As to the attitude on this question of the great combinations of capital, the public appears to have made up its mind that reciprocity with Cuba is distasteful to the beet sugar trust while greatly to the liking of the other sugar trust and to the tobacco magnates.

The members of the leaf tobacco trade of the United States have all along taken a keen interest in the reciprocity matter, and scores of letters have been addressed to the President urging upon his attention the anti-reciprocity view taken by the trade.

The following, from the pen of a long-established leaf merchant, is well worth attention now that the Senate in extra session is about to consider Cuban reciprocity:

New York, Jan. 7, 1903.

To the President,
Washington, D. C.

Dear Sir:—I cannot refrain from trespassing upon your valuable time to comment upon a subject that is of vital interest to all. I have reference to the Cuban treaty in its bearing upon the trust question. I do not profess to know much of the sugar question and will confine myself to the other article affected. I believe that the tobacco planters of Cuba do not require any assistance, but if it is the consensus of opinion that the farming element is to receive aid, then any reduction in the tariff ought to be confined to the raw material, the leaf tobacco, and not to the manufactured article, cigars, which, in Cuba, is almost entirely controlled by the Tobacco Trust. During my last recent visit to Cuba it was estimated that the Tobacco Trust controlled 85 per cent. of the production of cigars there. The Tobacco Trust is seeking by every means in its power to obtain control of the cigar industry of our country and has inflicted considerable loss and damage to numerous people engaged in its various branches, and, therefore, a horizontal reduction of the tariff on Cuban products is only furnishing another weapon to the trust in the furtherance of its aims. The manufacture of the finer grades of cigar has increased many times since the enactment of the tariff of 1890, and it is my sincere belief that the reduction of the duty on cigars would inflict loss on thousands of manufacturers and tens of thousands of operatives, as the finer the grade of cigar the higher the pay to the latter. That I am not acting from purely selfish motives is proven, I think, when I state that although an importer of tobacco in 1890, I not only advocated the enactment of the McKinley tariff bill (the effect of which at the time was to considerably curtail my business) but supported the Republican ticket in 1892. I wish to state further, that not only as a native of this city and a Republican in politics, but as an American, I have watched your career with admiration and wish you continued success. I say this not to flatter you but to assure you that what I have written is not prompted by personal opposition to you, but by patriotic conviction.

Very respectfully, yours,

TRUE TOBACCO ROMANCES.

XI.—Why the Boss Wasn't Told.

In the old-fashioned romances it required but one distressed damsel to evoke and hold the palpitating interest of the reader. The heroines of this true romance of the later day were nearly one thousand in number; their distress was genuine, because they were honest girls working in a cigar factory, and their whole livelihood was at stake.

The boss for whom they worked is one of those great industrial lords, who in this modern world of ours take the places formerly filled by the territorial or militant lords of ancient times. Now the truth is that this particular employer is one of the kindliest men imaginable. He has been in the best sense of the words, the architect of his own fortunes. In youth he was a cigarmaker at the bench, and from that obscure beginning he has worked his way up to the very top of the ladder. He is still one of the hard-working men of the world, and all his sympathies are with those who labor. Unfortunately for him, he is known to all the world of which he is the central sun as a man who never has time for anything but "business." It's "business" in his office from nine in the morning until late in the evening, but only office business, that is, business connected with the sale of his cigars. Into his factory he never has intruded; he leaves that to competent subordinates.

Yet when the great strike came it was this most able man who organized and conducted the defense, and it is history that he conducted it to a successful issue. The fight lasted nearly one whole year. It was the first time in the large city which was the scene of those exciting months that the manufacturers' league for resistance to what all believed to be unjust demands held together. Every previous organization for a like purpose had fallen to pieces through the defection of first one and then another of it members. But this time the pact held firm, because it had absolute confidence in its leader. His own business was the heaviest sufferer and the main object of the attack of the opposition. The men workers quit him in a body early in the season, and he saw them go without a sigh. But the girls were loyal. They came to work every morning, accepted their wages on pay day, and apparently were impervious to the arguments or the blandishments of the walking delegate. It looked for a long time as if the girls would stick it out, thus aiding the cause of their employers. But one never-to-be forgotten afternoon at two o'clock, when everything was seemingly peaceful in the factory, and when the boss was entertaining a group of important Western customers there was a sudden sound as of many people coming down the stairs. They came down in so leisurely a fashion it was plain no panic had started them on a rush, and as the boss gazed at them out of his office windows on the street floor he realized that the girls were at last quitting their work. As the last girl turned the corner on her way home he sent for his superintendent and demanded to know what it all meant.

"They've struck," answered the superintendent.

"But what did they strike for?" asked the boss.

"Search me," answered the superintendent; "they just put on their things and walked out."

"Didn't you tell them to send a committee to me to let me know what their kick was?"

"Sure I did," answered the superintendent, "but they'll never do that."

"Why not?"

"Because they're afraid of you."

"Afraid of me?"

"Yes, afraid of you. I've heard them talking about you and they say you're too great a gentleman for poor working girls to come to. You're so far above them they wouldn't know how to talk to you. The bravest girl in the factory would turn pale if you looked at her."

"The idiots!" said the great industrial lord. "I never spoke a harsh word to any living human being in my life. It's a fine reward for all my years of labor in this field to have the reputation of a bulldozer in my own factory. But since the girls have gone they may stay away for all I care," and he returned to his office to resume his interrupted conversation with his out-of town guests.

The girls did not come back until the strike was declared off, several months late, and they were glad to return to the service of the employer whose heart they understand so imperfectly, just because he is so constantly absorbed with greater matters that he has no time for the manufacturing end of his business.

BEST TRIP IN ELEVEN YEARS.

Henry Levy, representing Sartorius & Co., of New York city, importers of the finest grades of Havana cigar leaf exclusively, returned on February 28, from a seven weeks' business trip through his Western territory.

"I have had good trips, and many of them," said Mr. Levy to a Tobacco World reporter, "and also some bad trips, but only a few of these. I am happy to say, but the trip from which I have just returned was the best I have ever had in my experience of eleven years as traveling representative for Sartorius & Co. I found among my customers, many of whom are long established houses of excellent reputation, exactly the right spirit. They are going along looking neither to the right nor to the left, but attending, each of them, strictly to his own business. They are not spending as much money for advertising as, perhaps, the newspapers could wish, and neither are they buying the Havana trash which is so greatly in evidence in the market just now. They want the best Havana that money can buy and not one of them haggles over the price he is asked to pay for it. I am happy to say that I was able to supply my customers with just what they wanted, and I left each of them pleased and plucky."

Mr. Levy will make a visit to Havana toward the end of the current month for the purpose of looking over the market.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia.

FOUNDED 1855.

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GEO. BURGHARD Importer of SUMATRA and HAVANA and Packer of LEAF TOBACCO 238 North Third Street, Phila.



J. S. BATROFF, 224 Arch St., Philadelphia, Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana 217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

WHAT $1.00 WILL DO.



The subscription price to **The Tobacco World** has been reduced, and is now only $1.00 per year. It is the first and **only tobacco paper in the world, published weekly at One Dollar the year.**

Subscriptions are **payable invariably in advance,** and remittances may be made by bank check, post office money order, or in postage stamps Foreign rates are $2.00 per annum.

The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.
2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.
3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.
4. **The Tobacco World** is always the first to give **the news.**
5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.
6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.
7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.
8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

To secure **The Tobacco World** for one year fill out the following and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by GEORGE A. SCHUTTE.

Published every Wednesday By the TOBACCO WORLD PUBLISHING COMPANY

224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager. HENRY C. MCMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

Subscriptions Payable in Advance.

One year, one dollar; six months, seventy-five cents; single copies, five cents.

In all countries of the postal union, $2 per year, postage prepaid.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, 224 Arch Street, Philadelphia, Pa.

...GIVE . THE . BABY . A . NAME...



REGISTER YOUR NEW BRANDS WITH **THE TOBACCO WORLD.**

Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN, Bureau of The Tobacco World, 11 Burling Slip, New York.

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands" fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

Name .....

Street and No. .....

City and State .....



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested. No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World
11 Burling Slip, New York.

CIGARMAKING IN THE BOOKS.

At the request of a subscriber in Baltimore I subjoin a description of cigarmaking from Killebrew & Myrick's book on Tobacco Leaf. It is not as complete an exposition of the subject as could be wished, but it is the only one that has been published of recent years:

THE MAKING OF CIGARS.

This is "easy enough when you know how," but the ins and outs of making cigars are to be learned only by practical experience. The selection of the qualities of leaf for the different parts of the cigar requires a peculiar combination of experience, knowledge, and taste that brings to its happy possessor a large salary in the great cigar factories. The leaf, or part of it, used for the cigar is often treated with sauces, or special preparations, to improve its quality, to hide its inferiorities, or to suit certain tastes. It must also be properly moistened to work nicely. In Havana, Catalan wine is sometimes put in the water in which fillers are immersed, to improve the quality.

The regulations of the internal revenue bureau impose strict accountability upon cigarmakers, as well as upon manufacturers of other leaf, for all of the tobacco they use. Evasion of these rules is heavily punished, and the system has been reduced to an almost perfect state, to secure the utmost amount of revenue from the taxes imposed, with the least interference with the trade, or inconvenience to manufacturers. The maker of cigars has to conform to government rules, and this involves certain restrictions. The government even limits the number of pounds of cigar leaf required for certain purposes, and every bit of leaves, stems waste, etc., must be accounted for. The allowance is 25 pounds of wrappers, binders and fillers for 1,000 cigars. The way in which this quantity is divided varies according to the kind of cigars made and quality of product. Two pounds of the very finest quality of Sumatran leaf has wrapped 1,000 five-inch, hand-made cigars, and four or five pounds finest quality domestic seedleaf, but a less amount is required to wrap form-made cigars. An experienced manufacturer estimates as a fair average four pounds wrappers, nine pounds binders, and twelve pounds fillers to make 1,000 cigars of ordinary size and good quality; another says five, eight and twelve pounds respectively, and still another, seven, seven and eleven pounds.

Machinery has already invaded the field of cigar manufacture. At present, however, only about 12 per cent. of the cigar factories of the United States are sufficiently large to profitably employ the most modern methods of machinery. In Europe, still fewer factories are of sufficient size to warrant the investment necessary in a machine plant, except in the Regie countries.

The history of the development of the application of machinery to cigarmaking is full of interest. The suction roller table has, to a certain extent, revolutionized cigar manufacture, and, at the present time it is claimed that about one-fifth of the cigars made in the United States are rolled upon it. Many of the cheap cigars are made in the larger factories, either throughout or in part, by machinery. One of the most useful and most common is the stripping machine, which contains a small round knife that cuts the stem out clean, without tearing the leaf. Space forbids a detailed description of the various machines employed. Even the details of cigarmaking by hand, vary with different workmen and in different factories, but the bulk of the cigars consumed in the United States are still made by hand or form. Cigarmakers are thoroughly organized, and obtain excellent wages. The handmade method of cigar manufacture is about as follows:

CASING.—When the manufacturer opens the one or more cases, or bales, of tobacco he has purchased to carry on his business, he finds the contents very dry and breakable. This dry tobacco has to be carefully taken out, as needed, piece by piece, shaken gently to separate the leaves, dipped thoroughly in a tub of water and removed, or well drenched with a sprinkling pot, and left to "draw" over night. It is then moist and pliable, and ready for stripping.

STRIPPING.—This is done mostly by girls and women, and consists in stemming and booking. The worker is given a quantity of tobacco, and she first takes the stem out of each leaf and puts the divided leaf in a little pile. Then, when she thinks she has enough stemmed tobacco, say for a pad, she smooths out over her knee, or books, each piece, and when she has enough for a pad (the weight may or may not be defined), she doubles the smoothed-out pile over once and ties it up, and this tied-up bunch is the pad. Of course, the wrapper stripper is given the finest and most costly tobacco, that which is to be used for the outside of the cigar, and as even this contains a good deal of inferior leaf, she must throw aside such into the binder pile, and it is included by the binder stripper in the binder-leaf tobacco that has been given her to strip. Sometimes there is a leaf selector, who does nothing but sort out the inferior leaf from the unstemmed wrappers and then the wrapper stripper does not have to stop to do any sorting herself. It is only the expert stripper, she who has the best and most practical understanding of the kind of leaf requisite for wrapping cigars, and who has the delicacy of touch and the trained eye for color to enable her to make a quick decision of the unsuitability for wrappers of the leaf she handles, who is accepted as a wrapper stripper, and she, of course, is given higher wages than the handler of binders and fillers. The fillers are partly stemmed and thrown careless ly into a pile, except the finer grades, which are more often booked. The fillers that are not booked sometimes get too dry for use, when they are moistened, and also often treated with a flavoring preparation.

PREPARING FOR WORK.— The workman sits at a table, which contains a drawer for waste, and on which is placed a rack for holding the cigars he makes; he has also, attached to his table, a "board" of some hard material, on which he rolls his cigars, a stationary knife (tuck cutter) for cutting them off the desired length, a box of gum tragacanth colored with licorice to make it of the color of tobacco, with which he pastes the ends of tobacco around the tip or head of the cigar, and a smaller knife to cut the leaf. At his side is a box of fillers. On the table at the left is a pad of wrappers, unbound, and covered over with a damp cloth, and in front a pad of binders. He is now ready to go to work.

THE MAKING OF HANDMADE CIGARS.—The workman takes a wrapper leaf from under the cloth at his left, spreads it out on his board, and cuts it into one, two or three wrappers (remember, that what is now called the leaf is but half of the original leaf, since the middle stem has been taken out). If this leaf (that is, half leaf) is very fine, he can, perhaps, cut three wrappers, but generally this is not done, as the veins are likely to get too thick as you get down to the butt of the leaf, and it will not do to have the thick veins show on the cigar covering. Sometimes, in large factories, the Sumatra is divided into three parts, Nos. 1, 2 and 3. If the workman gets a pad marked No. 1, he knowns he is expected to get one wrapper out of each leaf; No. 2 requires two wrappers, and from No. 3 he is expected to cut three wrappers. The wrapper being cut into, say, two pieces, the workman lays them to one side, throwing what is left into his drawer. Next, he takes a binder, lays it on the board, breaks it into a large and small piece, throws the bits not wanted into the drawer, then takes the larger piece and smoothes it out, lays the smaller piece on top of it for the inside lining, gathers up a handful of fillers, which he makes of the right thickness and nearly the right length, then puts this filler bunch inside the binder and rolls it up smoothly by hand. If the filler is not put into the binder straight, the binder will roll up twisted and the cigar will smoke one-sided. When the binder is rolled up over the filler, then the wrapper is rolled on, tucking it well in at the beginning, and rounding it to a more or less pointed tip or head, which is pasted together with the gum tragacanth, cutting the head neatly around with the hand knife. In some factories, a thimble is used to more perfectly and neatly shape the head. Then the cigar is set under the stationary knife, or tuck cutter, and cut off the desired length at the butt or tuck, the name being derived from the careful tucking in of the wrapper at this place. This cutter contains a movable contrivance for measuring the desired length of cigar, which varies from three to seven inches. The cigar is now finished and set in the rack, head front.

FORM CIGARS.—These are made the same as the hand-made, except that the bunch of fillers is not so thick, and is put into a wooden form of any desired shape, which varies from a Perfecto shape, which is pointed at both ends, to a straight cigar, of even thickness all the way through. These molds usually hold twenty bunches. When the mold is filled, it is placed under a press for seven or eight hours, or longer, when the bunches are ready to be taken out and covered with the wrapper. These form cigars are usually of an inferior grade to the hand-made, and do not require such expert workmanship. Of course, high-grade cigars can be made with the form, but the smoker generally gets more for his money in the hand-made, in which the filler bunch is more solid, causing the cigar to be filled with more smoking material. In some large factories, however, the "hand-made" workman is required to use a shaper, a small mold that will contain and shape one bunch while another is being got ready. This workman need not be so expert in his ability to make the cigar of just the required shape from the sense of feeling as is the genuine hand-made worker.

PACKING.—The filled rack of cigars is taken from the workman's table into the packing room, and the packer, who must be an expert at distinguishing colors, sorts the cigars into the five common colors, the cigar being "stronger" as the color grows darker. The packer also inserts the box scent, then tacks down the cover.

THE FLAVORING OR SCENT.—Inferior fillers are often "doctored" with sharp flavored liquids to improve their taste, such as rum and water, alcohol and water, various sour wines, cider, vinegar, etc. Box scent, so-called, is not necessarily used to cover imperfections, but to keep the cigars, which are sometimes shut up for a long time, and would likely suffer from atmospheric changes, in good flavor and smell. Still, this scent has a good deal to do with the popularity of even fine-grade goods, and the secret of its various combinations is impossible to discover from the manufacturer who makes a popular brand. Various articles are, of course, used, among them being Spanish licorice, rum, lemon, cedar, vanilla bean, the oils of various spices, and so on ad infinitum. Then there are many flavors on the market, but the secret of their manufacture is kept, and while a good deal of these prepared flavors is bought, the ambitious manufacturer is ever on the alert to discover some more popular combination. The packer sprinkles a little of the scent he is required to use in the bottom of the box, or on the top or middle row of cigars.

—Nearly a million and a half different brands of cigars are made. Yet, at the outside, there are but 150 different kinds of tobacco grown.

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Lea
120 North Third Street, Philadelphia. Tobacco

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

A Popular Leader for Many Years.


MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

Leberstein Bros. Makers of La Volga 5-cent cigar
434 Race Street, Philada.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

Show Card Suggestions.

IN the matter of show cards it is fair to presume that almost every retail cigar dealer has his own ideas and opinions as to their value and how to get them up. Many show cards displayed in retail stores are proof of the fact that a large number of retailers have good original ideas concerning signs for the store and windows, and the frequent use of such signs tends to prove that this form of advertising pays.

The wording to be painted or stenciled on a show card is the subject of much careful thought to those who get them up. This is almost necessarily so because upon bright and catchy wordings depends the value of the sign. Timely, appropriate wordings are much to be desired as they are far more apt to be read than the other kind.

The following wordings are suggested for show cards for the use of retailers who may be too busy to "think up" something more appropriate:

Twinkle, twinkle, cheap cigar—
How I wonder what you are;
Cabbage leaf and cable rope?
Or rubber boot and dash of dope?
We don't sell the above kind.
We sell the sort you want.

Our cigars suit particular smokers and our prices suit their purse.

You will be dead a long time, so smoke our good — cent cigar, the ——, while living.

Cigars and cabbage both have their place, but we never mix the two.

We need money; we can't eat cigars and must sell them.

You get five full cents' worth of value with every one of our nickel cigars.

Some cigars are merely "on sale." These cigars sell.

Cigars fitted to your face while you wait.

These pipes are right; so are the prices.

The shorter you smoke our cigars the longer you enjoy them.

* * *

A "Long Smoke."

A hint to retailers who have the necessary room to hold such a "smoker" may be drawn from the following which is clipped from a foreign paper:

An amusing "smoker" was recently held in the banquet room of a large tobacco factory in Wenzleben, Germany. The feature of the evening was a so-called "cigar smoking contest," in which forty-two of the assembled party participated. Each of the contestants was given two cigars, one for the "contest" and one to smoke at his leisure, after the struggle was over. The prize was to be given to he who should occupy the most time in smoking his cigar.

After thirty-nine minutes had elapsed the first to let his cigar go out was escorted from the circle of contestants, greeted by a "chord" from the orchestra, and presented with a tin medal, as a consolation prize. During the first hour this re-occurred several times—without the medal and the "chord." When the hour had just turned the first to finish his cigar left the circle. For two hours ten remained, slowly puffing away. And it was not until two hours and nineteen and one-half minutes had elapsed that the last cigar was consumed. The victor received 200 cigars.

* * *

An Unusual Window.

One of I. Friedman's show windows at 263 North Second street, Philadelphia, is attractive enough to be noticed on account of its oddity. The public at large is not permitted any too often to see genuine Turkish and Egyptian tobacco—yet it is in Mr. Friedman's window, presumably put up just as it is shipped from abroad. The tobacco is shown in the natural leaf—which is small—and again is shown chopped, preparatory to being placed in cigarette papers. The stringy, crimpled appearance of the weed is one of its oddities and it looks as if it was mild and fragrant. At times a cigarette maker works in the window, chopping up the tobacco, and making up the cigarettes. Taken all in all the display is one that is attractive and leads many passers-by to stop and gaze in. Better still, many pass in the store and make purchases.



A MODERN DISPLAY WINDOW.

* * *

Suggestions and Facts.

"Full value for the money" is a good business motto. Stick to it and follow it to the lette—it will prove one of your most effective advertisements for the store. The public expect and will have value for the price they pay, and they will invariably go where they get that value—the retailer has a perfect right to ask every cent a cigar is really worth.

Don't cheapen the store by making cheap offers and selling cheap goods. Strive to earn the reputation of selling the best goods for the money.

Offering smokers a free light for their cigar or pipe, Mr. Retailer, encourages them to put more tobacco where it will do the trade good. Be wise.

Push your fine goods which give you a good margin to the front. The cheap ones will sell without pushing. If you find that you cannot afford to renovate your whole store, perhaps you could spend a few dollars on your window to advantage.

To know how tobacco is grown, cured and packed should be the desire of every retailer. The knowledge will ofttimes secure new customers and the retailer will profit to the extent of being able to buy exactly the goods he can sell. How many retailers to-day if asked offhandedly could tell whether the island of Sumatra is in Europe, Asia or in the Pacific Ocean?

Every manufacturer of cigars believes that his products have merit. To meet with success he must convince consumers of the correctness of his belief. The quickest way to do this is by advertising.

Don't tell every traveling man that comes along what a great business you are doing, for they will soon blow it along the line and you will soon have a new competitor to share your prosperity.

It is well to remember occasionally that success may be too dearly bought. No man's business is worth working himself to death over it.

Merchants who cannot afford to employ an expert ad-writer may often increase the effectiveness of their advs. by starting them off with an apt quotation or a clearly turned proverb.

The "band wagon" style of advertising does very well in its way but it does a merchant little good to get his name before the public unless the name means something.

* * *

—Senator Mason tells this one: "Out in Chicago we have a Police Justice who was formerly a bartender. Many Mulcahy was up before him for drunkenness on the occasion of his first appearance on the bench. The Justice looked at her for a minute, and then said, sternly:

"'Well, what are you here for?'

"'Plase, yer Honor,' said Mary, 'the copper pulled me, sayin' as how I was drunk. An', yer Honor, I don't drink, I don't drink.'

"'All right,' said the Justice, unconsciously dropping into his old habits. 'All right, Mary; have a cigar.'"—N. Y. Times.

* * *

Troubles That Never Happen.

Do not permit yourself to be discouraged by trifles, and always remember that most of your troubles are imaginary. This thought suggests the story of the octogenarian who called his children to the side of his death bed and said:

"I have lived a strenuous life and faced a lot of trouble, but as I look back over my career I find that fully ninety per cent. of my troubles never really happened, and that I had worried over them unnecessarily. Take my advice, then, and don't worry. Meet difficulties when they arise, and overcome them if you can, but don't brood over them. Never give up and consider your situation hopeless until the thing has actually happened in spite of your best efforts to the contrary."

There is a lesson in this story to many men whose troubles never happen.

——The Haak Cigar Co., of Davenport, Ia., is building a new three-story brick factory.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

LEAF TOBACCO SALES AT HAVANA

Continue Active, All Things Considered—The 1903 Crop—Arrivals and Departures—Record of Tobacco Buyers, Etc.

HAVANA, February 28, 1903.

Considering that there were fewer arrivals of Northern buyers and that the contractors for the Spanish Regie have not been quite so aggressive, business is to be reported as quite active again for the week ending February 28th. Six thousand five hundred and fifty bales of all kinds were traded in, the division of which is 3850 bales of Vuelta Abajo and 2700 of Remedios tobacco. Buyers for the United States market figure with 3700 bales, Europe (Spain) 2100, Germany 2200, and Havana cigar and cigarette manufacturers, 600 bales. Prices show no great change in the quotations; high for Vuelta Abajo factory vegas and fine fillers, while the lower grades, like botes and colas from this section, can still be had at the current low figures, which Spain and the cigarette manufacturers here are willing to pay. Remedios is held firm for all choice grades while poor goods are only saleable at the current low prices. Stocks show a diminution of a trifle over 4000 bales this week and if it should prove true that there is only a small quantity left unsold in the country, then the situation should improve before long, particularly if the demand from the United States should continue to be as good as heretofore. As the cigar industry in the North is apparently expanding, the chances are that at the current low prices all surplus stock of Remedios will gradually disappear from our market, and thus enter into consumption sooner or later. At any rate before the 1903 crop could make its appearance in our market. The only possible drawback might be that the present owners would advance their figures to check the free selling movement. Good Vuelta Abajo fillers are continually looked for by the Havana manufacturers and as the available stocks are not out of proportion the chances are that they will all be needed by the Cuban factories.

1903 Crop.—The average reports from the country are less hopeful, and while there may be some doubts still as to the quantity raised in the Vuelta Abajo and Partido districts, as well as in the Remedios, the supply of good wrappers will be scarce again this season. Only the early grown tobacco promises a fair yield, while the later cut plants may show many defects, and thus be unsuitable for wrapping purposes. Heavy bodied quality fillers may also be scarce this year, as the excessive rains usually give only the lighter kind, or washed tobacco. For clear Havana cigar manufacturers the latter goods are as a rule preferable; therefore they may have abundant material. On the other hand, heavy fillers for mixing purposes may turn out deficiently, unless the plants which are still growing in the field should supply this want, through favorable atmospheric conditions. The shade grown tobacco promises to give the best wrappers this year, as well as the plants raised in Palm groves—as in the famous Trimbadero district in the Partido section. Houses like Jorge and P. Castaneda and Cano y Hermano will undoubtedly have excellent tobacco as in former years. Calixto Lopez & Co. will have some new tobacco ready in the month of March. Don Adolfo Moeller's temprano cut leaves are now undergoing the first sweat in piles, and he may also have some bales ready in March, while the tobacco of Don Luis Marx may not be ready until April.

Arrivals of buyers from the United States were: Jose Lovera, of Tampa and New York; E. H. Gato, of E. H. Gato Cigar Co., Key West, Fla.; John H. Boltz, of Boltz, Clymer & Co., Philadelphia; E. Bousberg, of Keiser & Bousberg, Buffalo, N. Y.; Richard Traiser, of Henry Traiser & Co., Boston, Mass., and Joseph Mendelsohn, of Sutter Bros., Inc., New York, Chicago and Havana.

Departures were: I. Bernheimer, Sr., of I. Bernheimer & Sons, New York, and S. Ruppin, of S. Ruppin, New York.

The movement in the Havana cigar factories has been a trifle slower, as owing to the Cuban holiday, (the anniversary of the rising of the Cubans on February 24th, 1895), and the carnival festivities, the cigarmakers have not worked as much as usual and so the output has been diminished. Exports by the Morro Castle fell off to a trifle over 2,187,000 cigars. Orders are, however, still coming in from England and Germany principally, while it seems as if the United States buyers are awaiting the outcome of the reciprocity treaty before making heavier calls upon the manufacturers here.

Doings of buyers and Havana houses during the week ending February 28th, 1903:

G. Sabanon & Bros., were the heaviest sellers this week, disposing of close to 2000 bales of Vuelta Abajo and Remedios.

Sobrinos de A. Gonzalez are continuing to purchase for the Spanish Regie buyers and are said to have secured from 2000 to 3000 bales, partly in the country.

Leonard Friedman & Co., were shippers to the extent of 700 bales of Remedios.

H. Upman & Co. secured another 200 bales of fine Vuelta Abajo filler for their factory, and shipped one-half million cigars per the Steamship Morro Castle.

M. Garcia Pulildo disposed of 500 bales of Vuelta Abajo filler to one of his friends in Tampa.

Louis Hirsch is said to have purchased during his recent visit to Havana some 7800 bales of Vuelta Abajo and Remedios for his firm of Joseph Hirsch & Son.

J. A. Kugelmann, from Hamburg, has made several purchases already, and it is said that he may open a house here with his junior partner, Don Alfredo Meyer, as the resident manager.

The Loeb-Nunez Havana Co., keep the ball rolling by shipping 250 bales of various kinds of tobacco to the States and Europe, and by buying an extra fine vega of Manicaragua in the country consisting of 165 bales.

Heres, Saiz & Co. sold over 500 bales of Vuelta Abajo.

M. F. Schneider purchased during his stay here 400 bales of Vuelta Abajo and Remedios tobacco.

Jose F. Rocha closed out some 300 bales of Vuelta Abajo.

Jose Santalla & Co. shipped 100 bales to their Northern friends.

Muniz Hns. & Co., report that they have already cut 40,000 cujes on their farm, Santana, near Santa Clara, and that they expect to cut the same amount again before the season closes. They disposed of 300 bales of Remedios this week to Northern buyers.

J. F. Berndes & Co. bought and shipped 100 bales to Germany.

S. L. Goldberg e Hijos are not very fond of having their transactions reported, still they are busy more or less all the time. El Rubio does not let the grass grow under his feet, as he is constantly on the move, hustling in true Yankee fashion. Don Manuel Fernandez, of this firm, went to the Vuelta Abajo to get at the true inwardness of the crop, and looking principally at such vegas about which they have had more or less of a "compromiso."

Muniz y Gonzalez disposed of 400 bales of their fine Santa Clara packing.

Joseph Mendelsohn went right from the steamer to the country, and as he is known to be a hustler, the friends of Sutter Bros., Inc., need never fear to obtain the best goods that careful search may unearth and that money can buy.

Walter Himmel sold between 200 and 300 bales of Vuelta Abajo and Remedios to Havana manufacturers and buyers for the United States. As he always has a large assortment of goods on hand from his connections in the Vuelta Abajo and Remedios, it is no wonder that he can please purchasers.

Receipts of tobacco from the country during week ending February 28th; Since January 1st, 1903:

	Bales.	Bales.
611	Vuelta Abajo	7,850
2	Semi Vuelta	92
14	Partido	612
—	Matanzas	1
1,807	Santa Clara & Remedios	18,697
—	Santiago	6
2,434		27,198

David McGinnity will probably be appointed Internal Revenue Collector for the district of Detroit to succeed Charles Wright.

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BEHRENS & CO.

Manufacturers of the Celebrated Brands,

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SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

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Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
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Vuelta Abajo Cigars.
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Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
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P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
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GROWERS, PACKERS and EXPORTERS of
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Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
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Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cubà.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
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LANCASTER LEAF MARKET QUIET.

Manufacturers Report Good Business—Internal Revenue Receipts—Trade Chat, Personal Notes, Etc.

Lancaster, Pa., March 9, 1903

Following were the receipts of the Ninth Internal Revenue District for February: Cigars, $177,245.64; tobacco, $2,037.75; snuff, $24.96; spirits, $23,094.72; beer, $14,743.50; special tax, $440.83; Documentary, $7.00; miscellaneous, $108.39; total, $217,702.79.

Dullness marks the situation in leaf circles. There have been no new developments since our last report. The fact that the 1901 crop remains uncalled for to any extent, and dealers having nothing else in old goods to offer, leaves business practically at a standstill, as far as large transactions are concerned. While some small sales have been reported, they are mostly of a local character.

Cigar manufacturers all report trade good with orders on hand to keep them busy for some time, and new orders coming in daily.

C. H. Erisman & Bro., who only began business March 1st, say that they feel very much encouraged, as trade has opened up very auspiciously. They are making a hit with their Top of All and Auto-Smokit brands.

L. E. Ryder is too busy filling orders to get out on the road to see his trade. Appreciating the circumstances, the trade is mailing him its orders.

Julius Fox, who recently purchased the stand formerly occupied by Daniel L. Lenhy, Philadelphia, was in town this week, and placed a large order with S. R. Moss, for the various popular brands which have proven such successful trade makers.

S. R. Moss will shortly surprise the trade with eight new stunning brands, such as have not been seen on high grade goods for many a day. E. H. Briody, his representative in the Middle Western States, and Sig. Moss, representative in the Eastern States, returned from extensive trips last week. Both had their share of orders, and say that the Little Minister and Quaker Girl cigars are more popular than ever.

Leopold Cohn, of the firm of A. Cohn & Co., and their salesman, Hugo V. Altschul, of New York, spent several days in town this week seeing the trade.

John Einerbrink, of the firm of Myers & Adams, York, Pa., was in town visiting his son at the Franklin and Marshall College.

John G. Mumma, for some time the efficient manager of the Central Cigar Co., Lititz, Pa., will sever his connection with the concern and again embark in the manufacturing business on his own account.

In the United States District Court on Friday Reuben Caulwell, of Ephrata, was adjudged an involuntary bankrupt.

H. A. McComas, representing K. Strauss & Co., Philadelphia, Pa., was a visitor this week, as also was Henry Sievers, with Sneeringer & Co., Baltimore, Md.

William Westphal, Jr., of Hartford, Conn., spent several days in town this week.

I. A. Rich, of the firm of M. Rosenthal & Co., accompanied by his wife, returned on Thursday from a six weeks' sojourn in Florida and the Bermudas.

YORK PACKERS RECEIVING LEAF.

Cigar Salesmen Report Decreased Sales—Kauffman & Bro. Start Erection of Three-Story Box Factory—Personal Notes—Trade News.

York, Pa., March 9, 1903.

Several cigar salesmen who visit York frequently report a falling off in sales and that it is only by persistent effort and push that they are able to place goods. This evidently refers to the better grade of cigars, as the cheaper varieties are in continued demand.

The packers from abroad who have purchased York county tobacco, as well as local packers are very busy receiving tobacco from the farmers. Jno. De Haven, Chas. Zook and Ruben Zeck have been busy during the week receiving in York, Mount Wolf and Stewartstown. One Lancaster shipment amounted to three carloads, and it is estimated that the amount to be delivered from this county will amount to about 18,000 cases.

The receipts at the Revenue Office for February were $12,820 in excess of the corresponding month one year ago, and as the month continued but 21 open days the total amount is less than the previous month's total which was $26,000.

The new officers of the Internal Revenue Office lately named for the York office are making themselves acquainted with their duties by daily visits with the old deputies to their respective districts.

J. Geo. Schneider, who has removed his factory from Clark avenue, is now located on Water street, where he has more commodious and convenient quarters.

A patent for a new and improved cigar display has been granted to Daniel C. Ulleman, of York township.

A. Kauffman & Bro. have begun the erection of a three-story brick building on York street near Queen. The new structure will be used in connection with the already large cigar box factory of the firm located on the same street. When completed the building will be principally a printing department in which labels, cartoons and other cigar makers' and dealers' supplies in plain and fancy grades will be printed. New and improved machinery for this kind of work will be added as soon as the building is completed.

J. Wertheimer, of Wertheimer Bros., Baltimore, Md., was in the city Wednesday last making a contract for the handling of his strictly high-grade Havana cigars.

Arthur Harris, formerly of Red Lion, has opened a factory in Windsor, with ten cigarmakers employed.

Mr. Decker, of York, and Geo. Schenberger, of Dallastown, will open on April 1st a factory in this city, located at the rear of the Lafayette Hotel. Both gentlemen are experienced manufacturers. Mr. Decker formerly worked for J. K. Pfaltzgraff & Co., while Geo. Shenberger conducted a factory of his own in Dallastown. With this experience they will no doubt make a success.

Visitors here the past week were: H. V. Altshul, with A. Cohn & Co., New York; J. L. Besmer, Cleveland, Ohio; E. J. Heller, Lancaster; Geo. Gibson, with Sneemyer & Co., Baltimore, Md., and E. E. Hershey, with M. P. Kohlberg & Co., New York.

Under a patent issued in Washington recently cigar boxes will be made of paper in one piece, which are to be a perfect imitation of cedar wood. The box will be 20 per cent. lighter than if made of wood wholly, and can be produced very much cheaper.

BERKS COUNTY TOBACCO GROWERS

Realize Fair Prices for Their Crops—The Yetter Cigar Factory to Re-ume Work at Reading—Personal Items, Etc.

Reading, Pa., March 7, 1903.

C. M. Yetter, whose cigar factory at Mohnsville, Berks county, burned to the ground last week, has engaged temporary headquarters to start a factory but will not manufacture until a full settlement of his loss is made. He has not yet decided whether he will build or not, but the likelihood is that he will.

Farmers residing in the vicinity of Kleinfeltersville, Berks county, who are engnged in the raising of tobacco, realized fair prices for their crop. The following sales are reported: J. H. Reedy, 4 acres of Havana at 12½c., 6c., 3c., and 1c.; Morris Welk, two acres of Havana, 13½c., 6c., 3c., and 1c.; M. A. Weik, three acres of Havana at12c., 6c., 3c., and 1c.; Samuel Miller, four acres of Havana, 10½c., 6c., 3c., and 1c.; and Daniel Sherman, four acres of Havana at 8c., 3c., and 1c.

Yocum Bros., cigar manufacturers, were granted a charter at Harrisburg last week; capital $200,000.

W. W. Stewart, of the cigar manufacturing firm of Stewart, Newberger & Co., left this week for a three weeks' trip to Havana for the purpose of buying Havana tobacco. The firm has added to its output considerably the past year and many additional hands will be put to work. Owing to the increased trade, it has been decided to buy to-

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bacco from Cuba direct hereafter, instead of through New York and Philadelphia leaf houses importing it. The firm's factory is one of the busiest in this district.

Kramer Bros., cigar manufacturers at Shillington, this county, have completed an addition to their factory. The firm is working overtime and is very busy at present. H. L. Hartman has been secured as the firm's representative in this State.

The wife of Frank J. Hunt died at her residence in Coatesville last week, of pneumonia, aged 35 years. She was formerly Miss Ella Jeffries, and was born at Coatesville. Her husband, who is manager for F. A. Weber, cigar manufacturer, of New York, who operates a factory in Reading, arrived home from the West in response to a telegram. Two children survive. The family formerly lived in Reading.

E. E. Kahler reports business very brisk and is advertising for fifty cigarmakers on hand and fresh work. Mr. Kahler says that business was never better than at present and he is making large shipments daily.

Newcomet & Newcomet, cigar manufacturers, are advertising for cigar makers, strippers and bunch breakers and are sorely in need of help. The firm is very busy and predicts a bright outlook.

BADGER STATE NEWS.

Growers' and Dealers' Association Holds Annual Meeting—LaCrosse Offers Warehouse Facilities—Interesting Local Notes, Etc.

Bureau of The Tobacco World,
Room 19, Miller Block,
Milwaukee, Wis., Mar. 7, 1903.

Fully 300 growers of leaf tobacco were in attendance at the second annual convention of the Wisconsin Tobacco Growers' and Dealers' Association, which was held at Madison last week. The objects of the association are to foster the growth of cigar leaf tobacco in the State and maintain closer relations among the members of the association. The convention, which was in session two days, was given over for the most part to discussions of new methods of growing the leaf, and of questions relating to the establishment by the State of an experimental station. The next convention will undoubtedly be held at Milwaukee.

The report of the secretary, A. L. Fisher, is of interest to dealers throughout the country, referring, as it does, to the growth and importance of the industry in the Badger State during the past year. The report was as follows:

"In behalf of the Tobacco Growers' and Dealers' Association of the State of Wisconsin, I desire to call your attention to the importance of the tobacco industry of this State:

"Conservatively speaking, the State produces fifty million pounds of tobacco at a valuation to the producers of over a million dollars annually. This industry has necessitated an expenditure for tobacco barns and sheds of six million four hundred thousand dollars. Dealers of the State require to pack and store the annual product one hundred and seventy-five warehouses, costing approximately eight hundred and seventy-five thousand dollars. The handling of the annual product taxes the assorting facilities of the market points in the State for at least four months in the year, furnishing lucrative employment to eight thousand people, at a wage earning of seven hundred and fifty thousand dollars during the winter months.

"The annual product costs the packers of the State close around five million five hundred thousand dollars. The industry has cost the producers and packers of tobacco in the State for permanent improvements seven million two hundred and seventy-five thousand dollars."

The possibilities of the tobacco industry of the State of Wisconsin can scarcely be over estimated if encouraged by the State and assisted by the Experiment Station and the guiding hand of science.

There is a large acreage in Central Wisconsin that contains soil particularly adapted to the growth of tobacco. If we can maintain lucrative prices for the product it is reasonable to predict that a much larger acreage of tobacco will be grown. Monroe, La Crosse, Trempealeau, Eau Claire and Dunn counties will materially increase their acreage.

In order to maintain prices the tobacco growers of the State should be provided with pure seed, as this is the foundation for the maintenance of any agricultural product, especially the culture of tobacco.

As a business proposition we believe it reasonable to ask an appropriation of five thousand dollars to be placed in the hands of the Experiment Station and used exclusively for growing pure seed for free distribution.

It is conceded by a majority of the growers and dealers that by the free distribution of a pure variety of Havana seed the valuation of the annual product would be enhanced one-fourth or about one million dollars.

Wisconsin, provided with a uniform quality of cigar leaf, with her unequalled resources for producing a high standard of tobacco, would invite competition, and demand prices for her annual product much in excess of what she is now receiving.

With proper encouragement the tobacco industry of the State can be doubled in ten years, and a reputation established that will make Wisconsin the Mecca of the cigar leaf producing States.

We also ask at your hands an appropriation of five thousand dollars to be used exclusively by the State Experiment Station in growing and curing tobacco. We believe it possible in certain sections of our State to grow tobacco under canvas and produce an article equal in value to that produced in Connecticut.

We urge the importance of this experiment under the direction of the State Experiment Station. We further believe under the fostering care and guidance of this Institution the growers can be enlightened on subjects pertaining to proper fertilizers, proper curing houses, etc., etc.

Competing cigar leaf States have long since been encouraged by State and National legislation, and it is reasonable to believe that the time is opportune for Wisconsin to take the initiative step to encourage one of her greatest growing industries, an industry that promises better results than many others that have long been fostered and encouraged by State legislation.

We submit this matter for your candid consideration and urge the passage of the bill.

The LaCrosse Board of Trade has decided to give the United Cigar Manufacturers of New York a site to cost about $3000 as an inducement for the company to erect warehouses in that city. The company had previously submitted a proposition to the Board that the city should furnish a site, erect a building to cost $7500, which the company agreed to lease at 6 per cent. for a term of years. The company wishes a building 70 by 300 feet.

Fay Lewis & Co. have put out through its two Milwaukee stores the Chief Foley cigar, which promises to be a big seller with very little advertising, owing to the esteem in which the late fire chief was held by the public. It will be remembered that Chief Foley, with three other firemen, met death a few weeks ago from inhaling the fumes of a burning carboy of nitric acid. The cigar will be put up in a neat package and wil sell for 10 cents. Arrangements are now being made for its distribution.

Sam Kind, of Sam Kind & Bro., has returned from Indianapolis, where he was in attendance at the bowling convention. Mr. Kind is a member of the famous "Shirtwaist" team, and is accredited as one of the best bowlers in the Northwest, having an average og 189 for 75 games.

A. F. Haberman has sold his cigar manufacturing business at Watertown, Wis., to Charles Lentz.

H. O. Frohbach, the Grand avenue retailer, will leave to-morrow for West Baden, where he will remain several weeks on account of his health.

F. A. Perkins, representing the American Tobacco Company, is here looking after the interests of Old Virginia Cheroots.

Charlie Gilman, representing the Martinez Havana Company, of Key West, Fla., called on the trade here this week, leaving for the Northwest yesterday.

F. V. Spurney, formerly with the Dadd Drug Company, has accepted a position with Fay Lewis & Co.

Ira McIntyre has accepted the position of State salesman for Nash, the Neillsville, Wis., manufacturer.

George Schneider has purchased an outfit in Chicago and will open up a shop for the manufacture of cigars at Monroe, Wis.

H. O. Frank, the Milwaukee manufacturer, who was critically ill at Thompsonville, Ga., is reported convalescing.

Several representatives of Cuesta, Rey & Co., Tampa, Fla., have been in the city of late.

Emil Klein, of E. M. Schwartz & Co., New York, was in the city on Friday last.



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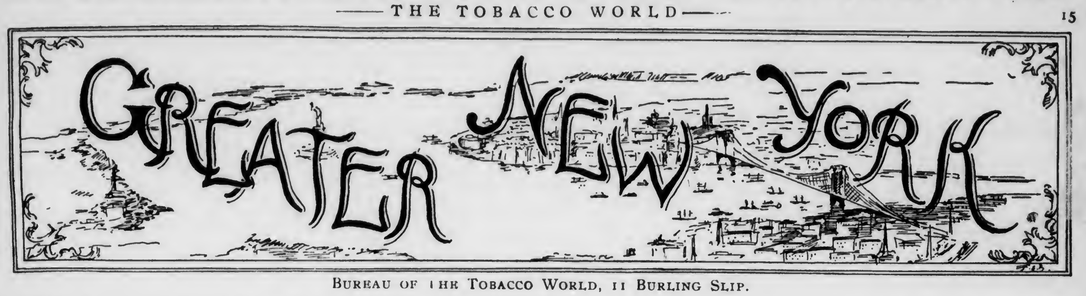
CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. *NEW YORK.*

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of **Leaf Tobacco**
Telephone—346 John. No. 150 Water Street, NEW YORK.

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IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888
Telephone 4027 John
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HAMBURGER, BROS. & CO.
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Domestic.
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No. 228 Pearl Street,
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MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

Secretary Morris J. Levi, of the National Cuba Company, announced on March 4 that his company had been appointed sole agent for the United States and Canada for the Ramon Allones, La Cruz, Roja and other brands of high grade cigars manufactured in Havana by Rabell, Costa, Vales & Co. These brands will now be handled with the aggressive energy that is so characteristic of Mr. Levi and his associates.

It is a happy coincidence that this week's signed article deals with the future of the independent brands of cigar smade in Havana and is from the pen of Charles Meisseur, whose principal, Captain M. E. Flaherty, is the selling agent for the United States and Canada for the Romeo y Julieta, another brand with which the name of the Marques de Rabell is associated.

The so-called war on imported cigars which is just now raging in this city is the happiest possible advertisement that imported cigars has had in half a century, and there is no doubt that the brands of the independent manufacturers of Havana will receive an ever increasing share of the public patronage. What the smokers of imported cigars appear most to demand is a variety from which to make their selections, and cigar jobbers and retailers who are alive to this fact will doubtless add the Rabell, Costa, Vales & Co. brands to their stock. This firm gives personal attention to the buying of its leaf and to every detail of factory work. Their factory is not only one of the oldest in Havana, but it has been famous for over a generation for the excellence of its product.

The National Cuba Company should have easy sailing in this matter of extending the sales of the Rabell, Costa, Vales & Co. brands in the United States and Canada.

***

H. Duys, Jr., and his daughter, Miss Nellie Duys, were among the guests entertained by the President and Mrs. Roosevelt at a musicale at the White House on the evening of Feb. 24. On the printed list of guests their names appear just before those of Admiral and Mrs. Dewey. The music for the evening was supplied by the Liederkranz and Arion singing societies of New York, with Madame Shumann Heinck as soloist.

Mr. Duys, accompanied by his son Henry M. and Mr. John A. Kinney, H. Duys & Co's well known Pennsylvania representative, sail for Europe on the Statendam on March 18. Mr. Kinney expects to return before May 1, but Henry M. Duys will probably remain in Amsterdam for a twelvemonth.

Nate and Sam Bijur have been admitted to membership in the firm of I. Bijur & Son.

***

Louis P. Sutter, of Sutter Bros., sailed for Europe on La Savoie on March 5, in order to attend the inscription in Holland.

***

Joseph S. Gans left with his family on March 2 for a pleasure trip to California.

***

Every leaf traveler returning to New York this month, or writing to his house from the road, has the same glorious story to tell, namely, that business with the cigar manufacturers throughout the country is better than it has been at any time during the past ten years and they are sending in orders that prove it.

But the best proof that the "boys" are convinced that the business to which they devote themselves is permanently a good one is that so many of them are getting married. Men having only salaries and commission to depend upon for a livelihood don't invite the girls of their individual choice into matrimonial unions unless there is a pretty sure prospect that bills can be met as they mature.

Another straw that shows the favoring winds of prosperity are circulating in the downtown leaf district to the common contentment, is that most of the bosses take their lunch at Delmonico's or the Cafe Savarin. When business is poor, most of these gentlemen patronize more modest restaurants, but this spring they are flocking to the expensive ones.

***

One large Sumatra importing house of this city, on March 2, received a package of samples of the Sumatra which was offered for sale at auction in Rotterdam on February 20, and which was from the lot damaged by fire on the steamer Salak on her recent voyage from Laboean-Deli to Amsterdam. This is the first time in the history of Sumatra tobacco that samples of any new crop have been seen prior to the regular official inspection day, because ordinarily samples are guarded by the inscription managers with the utmost jealousy. The fire on the Salak was also the first accident of its kind to happen to any vessel bound homeward with tobacco to be sold at a first inscription.

The samples received in New York on March 2, are pronounced by the house which received them to be the finest Sumatra its buyers have ever seen. It is remarkably thin and fine of texture; it is satiny in feel, and the colors are of a beautiful claro. It is predicted that if the entire 1902 crop averages up to the samples received from the Salak the sales at the inscriptions of 1903 will beat the record for excitement and for high prices.

***

Louis Biel, manager of the real estate department of the United Cigar Stores Company informed your correspondent on March 6, that the company will open thirty-six new stores in Greater New York on May 1, twenty two of them in New York city, twelve in Brooklyn, one in Greenpoint and one in Yonkers.

***

A meeting of the Clear Havana Cigar Manufacturers' Association was held at the Astor House on the afternoon of March 5, President Simon Batt in the chair. The meeting considered ways and means of increasing membership of the Association, and committees were appointed to make preparations for the entertainment and banquet to be given by the Association on April 4.

***

Mr. Moritz Neuberger, son of the late Heinrich Neuberger, of Bremen, Germany, and present head of the great tobacco house founded in Bremen by his father, was married on the evening of March 9, to Miss Lena Goldberger, of this city. The ceremony, which was a most brilliant social function, took place at Delmonico's, the Rev. Dr. Silverman officiating.

Mr. and Mrs. Neuberger have gone to Havana on their wedding journey.

***

At the annual meeting of the stockholders of the American Snuff Company in Jersey City on March 3, treasurer E. D. Christian presented the annual report and financial statement for the year ended December 31, 1902. The statement, and comparison with that of 1901 is as follows:

	1902.	Increase.
Net earnings,	$1,739,617	$673,012
Dividends	995,042	455,042

The general balance sheet on December 31, 1902, shows:

ASSETS.

	1902.	Increase.
Real estate	$13,466,612	$88,326
Leaf, mfd. stock, oper. supplies,	1,990,225	688,058
Stock of other Co's.	7,558,812	
Cash,	706,235	94,608
Bills receivable,	1,593,300	368,003
Total,	$25,315,183	$1,239,994

LIABILITIES.

Capital stock—		
Preferred,	$12,000,000	
Common	11,001,700	
Prov. for pfd. divds.	180,000	
do com. dividend,	275,042	$275,042
Reserve fund for adv.	240,718	103,464
Accounts payable,	174,876	116,914
Reserve fund,	698,273	698,273
Surplus	744.574	46,301
Total,	$25,315,183	$1,239,994

At a meeting at the company's New York offices at 111 Fifth avenue, on March 5, all the present officers were re-elected and a quarterly dividend of 1½ per cent. on the preferred stock, and a dividend of 2½ per cent. on the common stock were declared. Both dividends are payable April 1.

***

The Theobald and Oppenheimer Company having outgrown its New York factory at 78 Barclay street, will on May 1, take possession of the five-story building at the southwest corner of Second avenue and 99th street.

***

Mike F. Cronin, the famous Adirondack guide, who announced the death of McKinley to Roosevelt, is in town after a call on the President in Washington. He brought with him from the White House a greeting from President Roosevelt to Captain M. E. Flaherty, whose photograph handsomely framed is preserved in the Blue Room.

***

B. Feifer & Co., of the Bowery, near Houston street, have been conducting a union cigar factory for the past eight years. The Feifer factory is said to be the largest union factory in New York city. On March 3, the foreman discharged a certain union cigarmaker for poor work. Instantly all the other hands walked out and made a formal demand for the reinstatement of the discharged man. This was refused and the next day the label committee of the local union withdrew the union label.

***

A meeting of the creditors of Levi Spear, a leaf merchant of 208 Pearl street, was held at the office of the debtor's attorney, George W. Gallinger, in Temple Court, on the morning of March 7. Spear's total indebtedness is about $28,000. The creditors, the majority of whom are represented by Mandelbaum Bros., agreed to accept a settlement of 25 cents on the dollar in paper acceptably indorsed, and payable in four, six, and eight months. Following is a list of the mourners: Julius Marqusee, Julius Lichtenstein & Co., Jos. Hirsch & Son, Sutter Bros., Steindler Bros., M. Levy & Bro., Ohio Leaf Tobacco Co., of Dayton, O., George V. Watson & Co., Starr Bros, S. Ruppin, the 12th Ward Bank and the State Bank.

***

Representatives of the following well-known houses, each doing a large business in imported cigars, have been in New York recently in conference with agents of a number of the large independent manufacturers of Havana with a view to taking on new brands: Duncan & Moorhead, of Philadelphia; S. S. Pierce Co. of Boston, and M. Blaskower, of San Francisco.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of Finest Havana Cigars EXCLUSIVELY

Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia" "Webster"

"Farragut"

Office, 209 Pearl St. NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

ANNUAL MEETING OF PHILA. LEAF MEN'S ASSOCIATION.

Cuban Reciprocity Treaty Discussed—Local Association to Help National Cigar Dealers' Association—Membership to be Increased.

The annual meeting of the Philadelphia Leaf Dealers' Board of Trade was held yesterday afternoon, convening at 3.30 o'clock in the Harris Club on New street. There was a fair attendance of members, and an interesting and business-like meeting ensued. President John R. Young wielded the gavel and saw to it that all members, so desiring, had their say on questions which came up for consideration. The report of the secretary, J. S. Batroff, detailing the work of the past year, was approved, as was also the report of the treasurer, W. H. Dohan. The treasurer's report shows that the association has a balance in the treasury of $387.65.

The following is a brief synopsis of the business before the association and action thereon:

It was decided to pass a vote of thanks to The Tobacco World and The Tobacco Leaf for publishing, without charge, the resolutions passed by the association upon the death of L. Bamberger.

The sum of $25, it was agreed, should be paid to a stenographer, for work done for Mr. Wilson, the deceased secretary of the association, on behalf of the Philadelphia Leaf Tobacco Board of Trade. The question of recompense for the stenographer will also be presented at the next meeting of the National Association.

Via a communication, as read by Secretary Batroff, the question of extending aid to the Cigar Dealers' Association of America came up for discussion. The members present openly said they favored the objects of the association named, and a resolution made by Mr. Eckerson, was passed, that a committee of three be appointed to solicit donations from the Philadelphia trade to be sent to the Cigar Dealers' Association of America. The following is the committee appointed Messrs. Loeb, Eckerson and Hirschberg.

The Cuban Reciprocity Treaty—now before the U. S. Senate—came up for discussion and a resolution, introduced by Mr. Eckerson, was adopted as follows: "That our secretary ascertain what position the National Leaf Association has taken on the treaty question." A special meeting will be held to further consider the Cuban treaty matter when the National Association is heard from.

The general sentiment of the members at yesterday's meeting was against the Cuban Treaty as it now stands. The members seemed pretty well agreed that the treaty should have a "uniform rate" on leaf tobacco imported—and the rate of duty on cigars to remain the same as at present.

It was decided to secure new members for the local association and thereby strengthen it. To this end the by-laws will be amended to permit of associate members. The latter are to pay $10 annual dues—instead of the regular $25 dues, and will have all rights and privileges but the right to vote for officers.

All of last year's efficient officers were re elected as follows: President, John R. Young; Secretary, J. S. Batroff; Treasurer, W. H. Dohan.

It was decided to postpone the election of delegates to the convention of the National Leaf Association until a special meeting which is soon to be called by President Young. At the end of a session lasting one and one-half hours, the meeting adjourned.

Amsterdam Tobacco Co. Stock.

Frank G. Carpenter, the traveler and newspaper correspondent, writing from Amsterdam to the Philadelphia Press, has the following to say concerning tobacco:

Take the matter of tobacco. There are fourteen different companies, which have estates in Java or Sumatra, and the stock of many of them is far above par.

The Deli Maatschappy ranges from $400 to $500 for $100 shares and it pays dividends of from 10 to 28 per cent. The Senembah Tobacco Company pays 28 per cent., the Amsterdam Deli from 47 to 35 per cent., and the Rotterdam Deli about 12 per cent. The Padang Tobacco Company ranges from 120 to 179, and the Serdang is over 200. Some of the companies doing business in Borneo are paying good dividends.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

LEAF TOBACCO business, wholesale and retail, conducted successfully for fifteen years in the Bronx, New York, unencumbered, established trade, large and well-assorted stock, must be sold quickly, owing to the death of former owner. Suitable premises; low rent. Address W. C. Wulp, 116 Broad St., New York. 3-11-2t

FOR SALE—Universal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15 Sent on approval. WINGET MACHINE Co York, Pa., U.S.A. 2-25-3m

GENTLEMAN with good address and leaf tobacco experience desires a position with reliable Leaf Tobacco House, to represent them in York and Lancaster counties A1 reference. Box 61, care of The Tobacco World, Phila. 2-25-4t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa 3-8-tf

FOR SALE—Fifty (50) J. R Williams Red Suction Tables, in good condition will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

PHILADELPHIA

CRITICISED THE BERKELBACH BILL.

Rev. Dr. James Crawford, pastor of Christ Reformed Church, Philadelphia, criticised the Berkelbach bill in a sermon Sunday last. He advocated the closing of shops and stores on the Sabbath.

The Berkelbach bill, which, if passed, will permit cigar and other stores to conduct sales on Sunday was re committed last week at Harrisburg, to the Senate Committee on Law. It has not, so far, appeared before the Senate again. As there is a vast amount of business before the Legislature, friends of the bill are afraid it will not receive attention before adjournment.

IS NOW IN OPERATION.

The A. S. Valentine & Son cigar factory on North Seventh street started manufacturing cigars the latter part of last week and is now in fairly smooth running order. The factory will manufacture high grade goods only.

THE MAIN OBJECT.

Some complaint is made by retailers who are members of the Retail Cigar and Tobacco Dealers' Association of Philadelphia, that the association does not interest itself any too much in securing the repeal of the odious Blue Law of 1794, which compels them to keep a closed shop on the Sabbath or pay a fine. Facts show that the association has, indeed, interested itself in just such a way, but as one of its officers said, the matter of Sunday closing or opening was not by any means the main object of the association—but a by-issue and that matters of more import should receive the attention of the association. The main object of the association is to resist the advances of those who would monopolize the retail cigar and tobacco trade.

IN THEIR NEW HOME.

E. Rabinovitch & Co., manufacturers of Turkish and Egyptian cigarettes, are now nicely quartered in their new store at 608 Arch street. In the large front show window the firm has four skilled employes manufacturing Turkish cigarettes and the novelty of the sight is proving a good advertising card. Crowds of people gather before the window and watch the cigarette makers at work.

A WELL-CONDUCTED BUSINESS.

Last week ended the first year's service of William McCoach as Internal Revenue Collector of the First Pennsylvania District, and inspectors from Washington, according to custom, duly audited the books of the collector. Everything was found in perfect condition—which is complimentary to the care Mr. McCoach and his assistants have taken of the business. During the year over $10,000,000 were handled and not a cent went astray. Collector McCoach at present is in Florida, enjoying a short vacation.

A CATCHY BOOKLET.

"What the Trust Cigar Stores Are Doing to Us" is the catchy title of a neat looking little booklet which has lately been given out by the proprietor of Moore's Cigar Shop, at 1421 Filbert street. On opening the booklet to ascertain what the trust stores are really doing to the genial retailers, the reader is confronted with blank pages. The inference to be drawn comes to the reader with such force that he usually exclaims: "Nuff said."

TOBACCO MAY BE KING.

At the cigar factory of P. C. Fulweiler & Bro. Co., on Sansom street, business with the Prince of India and General Lew Wallace brands of cigars continues good. W. R. Tyree, southern salesman with the firm, reached home last week after a good business trip to the Southland. Mr. Tyree stated that he was pleased with business in the South. Trade conditions have improved very much in the past few years; collections are far better and tobacco planting and growing is increasing to such an extent that the tobacco crops are becoming a warm rival of cotton, and may in the near future distance that useful commodity. Years ago but a few acres of tobacco were grown in the vicinity of Columbia, S. C. Now over 600 acres are in course of cultivation. The farmers have found that they can grow tobacco successfully and that there is more money in growing it than in growing cotton.

THE DISAPPEARANCE OF "LO."

The cigar store Indian—used as an advertising sign in front of tobacco stores—is fast disappearing from the streets of Philadelphia. So also is Miss Pocahontas, the Turkish Maiden and Punch, types of the same wooden effigies who so faithfully and mutely remind the public that cigars and tobaccos can be purchased within.

Among a number of these silent figures that are left a World reporter notes the fierce warrior who stands in front of the leaf house of J. W. Wartman & Co., North Third street. He is a very fierce looking Indian chief, with tomahawk, bow and arrows and crooked leg, and he trampes with impunity upon a slain tiger—or is it a leopard? He makes a good sign just the same, and is always on duty.

Over on Vine street, in front of E. B. Young's cigar store is a brightly painted wooden image of a Turkish lady, Miss Hookah Badah. With a fine United States flag sash about her waist, sandals, trousers, stomacher and a wistful, almost sad face, she must be seen to be appreciated. She is non-communicative and an advertising adjunct of value to Mr. Young.

In front of A. C. Burton's Armina factory on South Sixth street is the chief of wooden Indian chiefs. He is over six feet in height and wears typical "Injun" clothes. He has a very benign countenance—as though he had just smoked a pipeful of satisfying weed and wanted everybody else to follow his example. He strictly minds his own business, too. As this amiable Indian can be seen from a long distance, he presumably earns his board and keep by attracting a large amount of trade to his owner's neatly kept place of business.

THE DEADLY CIGARETTE.

John P. Cross, of 244 Apsley street, Philadelphia, who was recovering from typhoid fever, lit a cigarette in bed, smoked a bit and then fell asleep. The cigarette set fire to the bed and Cross was so badly burned that his death ensued March 5, at the Germantown Hospital, as a consequence

ENJOYS A GUNNING TRIP.

At the Manuel J. Portuondo factory on Pine street, business continues good and no complaint is found with trade conditions past, future or present. President Charles P. Mullens after a seige of hard work, found time last week to take a few days' vacation and improved them by going South on a gunning trip. He will return home this week. In the near future he will start West on a regular business trip.

POPULAR NEW BRANDS.

Arthur Hagen & Co. are introducing two new brands of plug tobaccos to the local market. One, called Time Piece, is the same shape as News Boy and Deerskin; the other, called M. T., is the same shape as Toddy. Manager McHenry states that both brands have met with good success, one shipment having been sold and another and larger one having been ordered and now on the way to Philadelphia.

THE CUT-PRICE SITUATION.

A cut in prices of cigars is reported at some of the "Trust" stores, in retaliation against the aggressive attitude and impending war measures of the independent dealers. The retail prices are said to be lower than the jobbers' schedule, and at present the consumers are the only ones receiving any benefit from the war. A feeling of uneasiness prevails among the Philadelphia retail cigar dealers over the "cut price" situation. The experience New York is going through they hope will not be the lot of the Quaker City.

A FRIEND IN DISGUISE.

A bill has passed the House of the New Jersey Legislature making it a misdemeanor to sell cigarettes to minors under the age of 16 years. The bill, it is thought, will meet no opposition in the Senate and will then become a law.

The bill, known as House 90, was introduced by Assemblyman John S. Roberts, of Camden; who for years has been a jobber of tobaccos, cigars and cigarettes. It may seem strange to some that a tobacco jobber, like Mr. Roberts, would "father" an anti-cigarette bill, but the reason of his action is found in the fact that, as a tobacco jobber, he daily saw the need of just such a bill. He had evidence before him daily of the physical damage cigarette smoking was doing to young boys and he philanthropically determined to do all in his power to put a stop to the evil. No doubt thousands of New Jersey mothers will rise up to call him blessed.

CUTTING ON A. T. CO. CIGARS.

Daniel L. Leahy, Eighth and Sansom streets, has filled the two show windows of his cigar store with attractive exhibits and a number of noticeable "cut-price" signs. For instance one show card announces that eight Cubanola cigars will be sold for 25 cents or a box of 50 for $1.49. The Peola brand is marked $1.00 for a box of 50. Both brands of cigars are made by the American Cigar Company. Other brands of cigars are marked at correspondingly low prices.

STEIN VS. THE T. & O. CO.

In the Appellate Division of the New York Supreme Court, March 2, an opinion, written by Judge Giegerich, was handed down in the case of Stein vs. The Theobald & Oppenheimer Co. The action was brought to recover damages for the defendant's alleged breach of contract to designate the plaintiff as broker in the purchase made by it of certain tobacco. Broker Stein complained that another broker had received his commission of $1,742.61. The court, after reviewing the many points of the case, concluded by recommending an affirmance, with costs.

DEATH CLAIMED HER HUSBAND.

Falling down an elevator, Charles A. Martin, head of the firm of J. D. Kremelberg & Co., tobacco merchants, met almost instant death February 27, at the firm's place of business in Baltimore. Mr. Martin was married three days before his death to Miss Mary Davis Rogers, of Germantown, Pa. The newly-

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market



Union Made All Sizes

Union Made All Sizes

M. Steppacher, Reading, Pa.

married couple were to have started on their honeymoon trip the day after the accident happened. Mr. Martin was 52 years of age and one of Baltimore's prominent business men.

A BUSY FACTORY.

S. M. Newburger, of Stewart, Newburger & Co., cigar manufacturers, was a Minneapolis and St. Paul visitor last week and secured his share of orders for the firm's products.

Stewart, Newburger & Co. have been doing some earnest work during the past few months and results have been good. The factory is busy, has been busy and, from orders on hand and future prospects, it will be busy for an indefinite time to come.

THE TROUBLE CONTINUES.

The Sunday closing crusade against retail cigar dealers directed by Secretary Veale of the Sabbath Association, continues—much to the disgust of the cigar dealers. Many of them say they can't help feeling disgusted when they see cigar dealers prosecuted for selling smokers while other stores, such as drug and newspaper stands, milk stands, etc., are not molested, yet do business on Sunday as long as they care to.

In addition to the woe of Sunday closing another trouble also irritates the dealers, to wit: the loss of slot machines. A large number of such machines, supposed by the dealers to be lawful ones, have been seized and destroyed. As the machines earned their owners more or less revenue, the seizing of them is a loss in more ways than one. The Law and Order Society is back of the slot machine crusade.

ANOTHER PROSPEROUS FIRM.

The reliable cigar factory of John Allen & Sons, at 2956 Richmond street, is reported as steadily branching out and trade has been comparatively good since the holiday season. The house does a good-sized jobbing business in addition to manufacturing cigars and enjoys its share of patronage from retailers in the northeastern section of Philadelphia.

ACQUIRES ANOTHER CIGAR STORE.

I. O. Gardner, proprietor of the cigar stand in the North American Building, has purchased from A. Allen the cigar store at the corner of Fifteenth and Sansom streets. He will take formal possession March 15, and inaugurate a number of improvements.

Mr. Gardner's action in acquiring another store shows the modern tendency of many proprietors to own a "chain of stores." The "chain of stores" system is credited with being satisfactorily profitable.

DUNN FACTORY MOVES.

T. J. Dunn & Co. are moving their cigar factory from the Heymann building on North Broad street to the Potts building on Cherry street near Twelfth At the new quarters there is an abundance of light and several factory conveniences that will be appreciated by the many employes.

THE LIBERMAN MACHINE.

A visit to the Liberman Manufacturing Company, manufacturers of cigar making machinery at 223-5-7 South Fifth street, Philadelphia, is both interesting and instructive, Here is a complete factory, machine shops, etc., for the manufacture of the Liberman suction machine, one of the simplest and most practical tools introduced to the trade for cigar making. Work at the company's quarters is brisk, as orders are on hand for as many machines as the large force of mechanics can turn out. The machines are being sold to manufacturers in all parts of the United States.

THEY HAVE ROOM NOW.

H. D. Narrigan & Co., jobbers in cigars, tobacco, etc., since their removal to their new building 116 North Sixth street, have been doing a larger business than ever. One reason for this is found in the fact that they have more room and are thus enabled to more quickly fill orders. Again, they have secured many new customers since adding a number of new brands of cigars and tobacco to their regular lines.

LECTURES ON BLUE LAWS.

Professor Herman B. Ames, of the University of Pennsylvania, lectured on Monday night before the Historical Society on "The Vagaries of the Blue Laws." The ancient Blue Laws put in an appearance in the sixteenth century, and several of them are in existence still, if certain retail cigar dealers are right in their assertions. In referring to tobacco, Professor Ames noted the fact that in the good old Dark Ages days the "statutes against the use of tobacco were stringent. A man might not smoke on the highway, while at work or in the woods, nor in his own home if more than one other person was present at the time. For many years a man who smoked in a Philadelphia street was fined."

At present if cigars are sold on Sunday, the cigar dealer can be fined for selling them.

OBITUARY.

Enoch Bishop, who for years kept a cigar store at Broadway and Mickle streets, Camden, died March 5, aged 71. He was formerly a well-known marine engineer.

Jacob Butz, a well-known cigar manufacturer of Wilmington, died March 6, aged 70. He was one of the original members of the A. O. U. W.

Joseph G. Farrett, of 2115 Lippincott street, was found dead Sunday morning, in a cigar factory at 513 West Erie avenue. A gas jet in the room was found turned on, but it is thought Farrett's death was accidental.

PHILADELPHIA LEAF MARKET

There has been a better tone in the leaf market during the past week, and transactions have increased in number. While there has been a good demand for Seed leaf, especially for Pennsylvania Broadleaf B's and Onondaga B's of the 1900 crop (and they are scarce), there has been a brisk demand for Havana leaf. Prices continue firm. The spring trade has been backward, but the past week's briskness would indicate that trade will be more lively from now on.

EXPORTS.

Liverpool.—16 tierces tobacco strips.
Rotterdam.—1 sample box tobacco.
Antwerp.—87 tons tobacco.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)
"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"
"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"
"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10.00 each)	20,000.00 "
To the	3 000 persons whose estimates are next closest	($5.00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35 213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,258	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509.855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.



E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR
EVERY DAY
Chief Rabban *Lady Mar*
Wyoming Elk *Ortho*
La Caribbean *Nickname*
Quality Counts in the product of
The Penn Cigar Co., Reading, Pa.

John H. Witter,
Manufacturer of *Newmanstown, Pa.*
FINE HAVANA HAND MADE
CIGARS
Lord Gloster--10c.--Henry W. Sage
Dundreary, 5-cent

WM. H. REDCAY
READING, PA.
MAKER OF
HIGH GRADE HAND MADE **Havana Cigars**
UNION MADE.
Famous Brands:
RINGOLD and FUDGE, 5c.
KEY WEST HAVANA, 10c.
Write for Prices. Jobbing Trade Solicited.

MOSTLY PERSONAL.

Reports received from Florida contain the welcome news that the health of Otto Eisenlohr is steadily improving.

Joseph C. Heymann, President of the recently incorporated Heymann & Co. Cigar Company, has gone to Havana to make purchases of leaf tobacco and attend to other business connected with the house.

John Dee, western representative of the Theobald & Oppenheimer Co., has spent three weeks among the trade in Colorado and at Missouri River points, with good success in the way of orders.

J. A. Kinney, who represents H. Duys & Co., of New York, in Philadelphia, sails for Holland March 18. He will attend the Amsterdam inscriptions.

E. A. Calves, of E. A. Calves & Co., is in Havana.

Harry Nathan, with Leopold Loeb & Co., is making a first business trip through the West. He booked so many orders in Denver that he concluded the West was all O. K., and proceeded on his journey with pleasant impressions of the country.

NATIONAL ASSOCIATION'S PLEA.

The following letter was sent to every member of the U. S. Senate on March 6, by Sigmund Rosenwald, President of the National Cigar Leaf Tobacco Assoc'n:

New York, March 6, 1903.

Dear Sir:—We have today wired the Hon. Shelly M. Cullom, of Illinois, Chairman of the Foreign Relations Committee the following:

"We earnestly protest against the passage of the proposed reciprocity treaty with Cuba in its present form as it will not benefit Cuba and will work untold injury to our domestic cigar manufacturers and tobacco growers. No reduction in duties on imported cigars and a uniform rate of duty on leaf tobacco from Cuba will relieve the situation."

In connection with this would say that while we do not oppose reciprocity with Cuba, we feel that the treaty, based upon the lines as now proposed cannot benefit Cuba and will result in the annihilation of the domestic manufacturers of the better grades of cigars. We urge upon you to use your best efforts to secure an amendment to the treaty, making no reduction in the duty on imported cigars and providing for a uniform rate of duty on leaf tobacco from Cuba. This will benefit the Cuban growers and will not injure the domestic grower of tobacco.

Yours very truly,
SIGMUND ROSENWALD, President.

Senators Spooner, Lodge and Kean have already answered Mr. Rosenwald's letter and each have promised to give the matter his close personal attention.

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R



E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in **LEAF TOBACCO**
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

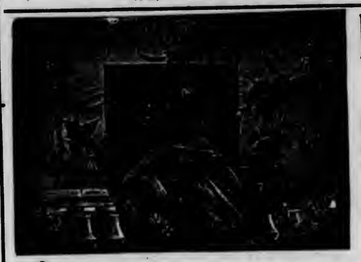
RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED AKRON, PA.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

A. W. ZUG
High-Grade Cigars
EAST PETERSBURG, PA.


Recommended for Exquisite Aroma and Excellent Workmanship.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us
WE WILL SAVE YOU MONEY


R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic Cigars
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.
WE CAN SAVE YOU MONEY
When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Bools,
Etc
THE STERNBERG MFG CO.
Ask for Our Catalogue No. 5
IT ILLUSTRATES 1500 of the LATEST AND UP-TO-DATE CIGAR MOLD SHAPES AND A COMPLETE LINE OF CIGAR MAKERS' SUPPLIES
Main Office and Works, 1702-1712 West Locust Street, DAVENPORT, IA., U. S. A.

Trade-Mark Register.

HAVANA PELLETS. 13,981.
For cigars. Registered March 3, 1903, at 9 a. m., by J. Stanley Winget, York, Pa.

HENRY JAMES. 13,982.
For cigars, cigarettes and cheroots. Registered March 3, 1903, at 9 a. m., by Banner Cigar Co., Lancaster, Pa.

JAMES LANE ALLEN. 13,983.
For cigars, cigarettes and cheroots. Registered March 3, 1903, at 9 a. m., by Banner Cigar Co., Lancaster, Pa.

HENRY VAN DYKE. 13,984.
For cigars, cigarettes and cheroots. Registered March 3 1903 at 9 a. m., by Banner Cigar Co., Lancaster, Pa.

S. WEIR CAMPBELL. 13,985.
For cigars, cigarettes and cheroots. Registered March 3, 1903, at 9 a. m., by Banner Cigar Co., Lancaster, Pa.

MA-RE. 13,986.
For cigars. Registered March 7, 1903, at 9 a. m., by C. L. Boak, Harrisburg, Pa.

BILLO. 13,987.
For cigars. Registered March 7, 1903, at 9 a. m., by C. L. Boak, Harrisburg, Pa.

THE BRANDENBURG. 13,988.
For cigars. Registered March 7, 1903, at 9 a. m., by J. G. Mumma, Lititz, Pa.

KIOTO. 13,989.
For cigars. Registered March 7, 1903, at 9 a. m., by J. G. Mumma, Lititz, Pa.

KAGO. 13,990
For cigars. Registered March 7, 1903, at 9 a. m., by J. G. Mumma, Lititz, Pa.

UNITED STATES EXPRESS. 13,991
For cigars. Registered March 7, 1903, at 9 a. m., by J. G. Mumma, Lititz, Pa. (Used in connection with a cut of the card used by the United States Express.)

EDWARD WETTIN. 13,992
For cigars. Registered March 7, 1903, at 9 a. m., by J. G. Mumma, Lititz, Pa.

PERGRATA. 13,993
For cigars. Registered March 9, 1903, at 10 a. m., by A. Maehler & Co., Philadelphia, Pa.

SEARCHES.

La Concorda, Den Linden, San Maco, Forum, Elk's Home, Re Ma, Bok, S & S, James Fenimore Cooper, B. & O., Edgar Allen Poe, Harriet Beecher Stowe, Geo. W. Cable, William Dean Howells, Thomas Nelson Page, Owen Wister, Winston Churchill, Booth Tarkington, F. Marion Crawford.

New cigar factories have been opened, or will be opened, at the following places by the persons named: J. S. & P. Stanton, Sigourney, Iowa; G. Pflaum & Son, Minneapolis, Minn.; Antonio Zeuder, Kenton, Ohio; W. G. Whalen, Le Roy, N. Y.; R. Becker, Shawneetown, Ill.; Harry Savage, Clarksburg, Va.; Thomas Zeedyke, Kalamazoo, Mich.; Henry Uhl, Portsmouth, Ohio.

Pacific Coast Chit-Chat.

Cigarmakers Settling Question of Prices —Oppose the Otzen Anti-Coupon Bill —Trade Notes and Personals.

San Francisco, Mar. 3, 1903.

Jake Joseph, formerly with the Sideuberg Company, is now Pacific Coast agent for the Wilson Distilling Company. He has been promoted to the position of general Western agent with headquarters in Chicago. On the 3d of March he will move his family to that place and take up his new duties.

J. L. Daniels, Pacific Coast representative of J. Friedman & Co., has returned from a short trip to Eureka. He was well received and found the tobacco business in that place to be in a thriving condition. He says that Ed. Davey, a former representative of J. Friedman & Co., is preparing to open a large cigar factory in Eureka, where he will devote his entire energy to the manufacture of a fine grade of cigars from clear Havana goods.

Instead of leaving the settlement on the price of making cigars, as determined by the shape, to two committees, as was done last year, the local cigar makers' union has just sent out a wooden model of this standard shape to the various manufacturers, which will be the guide for the coming season. Anything more drawn than the model will cost $1 extra.

W. A. T. Agard, secretary of the San Francisco Leaf Tobacco Dealers' Association, says that he has just wired to the California representation in Congress to oppose the Otzen anti-coupon bill.

A. M. Kohlberg, of Kohlberg & Co., leaf tobacco dealers, is now in the East, and it is his plan to visit all the tobacco raising States.

A. Goldberg, of Conradi & Goldberg, leaf tobacco dealers, has returned from Havana, and has a big supply of new stock coming as a result of his trip.

J. J. Gray, formerly with Phil de Martini, will conduct a first-class saloon and cigar stand at 437 Montgomery street. He is having the place fitted up now.

On account of the death of his brother Gilbert, Henry Loverich will close his cigar stand on Market street for a day or two. Gilbert Loverich was a well-known traveling man throughout the East.

William Lewis & Co., manufacturers of cigars and importers of Havana tobacco, report a continued increase in business since the first of the year.

Henry Batt has moved to his new stand at 624 Market street.

Jake Marcuse, the prosperous tobacco dealer of Marysville, Cal., has rented the old Blaskower stand, Ellis and Powell streets, San Francisco.

W. I. Pixley, formerly city salesman for the Las Dos Naciones cigar, has purchased the stand in front of the Grand Central Saloon at 16 Third street.

Doc. Strass, drummer for M. Blaskower & Co., is now in Portland, taking in the Northwestern territory.

Arthur Bachman, of S. Bachman & Co., has returned from his Eastern trip. S. Bachman & Co. are distributors for a number of new lines, among which is that of Bock & Co., of New York.

J. Milne, representative of the Globe Tobacco Company, of Detroit, Mich., is now in San Francisco paving the way for the consumption, in mild conflagration, of a large quantity of his company's tobacco on this coast.

L. F. Roussey has purchased a half interest in the cigar and tobacco business of W. H. Huffman, at Oxnard, Cal. The new firm is planning to make a number of improvements shortly, and will have one of the most attractive stores in the southern part of the State.

Boetter & Clark are new cigar and

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of Nashville, Pa.
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.
RED LION, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.



3-I-C Specials

3 for 5 cents

PHARES W. FRY,

To Jobbers only. Lancaster, Pa.



A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 14x12x2⅜ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated sides up; also size 7x7x1⅞ for each wall case shelf; 9x16x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

USE OUTDOOR DISPLAY

We Furnish Estimates To Advertise Anywhere

PAINT OR POSTER

Sketches and Designs FREE

The BILLPOSTING SIGN CO.

814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings

Submit sample by mail and put name and address on parcels

INTERNATIONAL TOBACCO COMPANY

204-206-208 East 27th Street, NEW YORK

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 6 Tobacco Cipher

Hopkinsville, Ky

tobacco dealers at Pendleton, Oregon.

C. C. Kramer has completed arrangements for opening a wholesale cigar store at Tacoma, Wash.

George Black will open a cigar store this week at Santa Maria, Cal.

W. B. Dugan, proprietor of the Brunswick cigar store at Spokane, Wash., has sold out to Clark & Bevan.

GENERAL NOTES.

And still the work of making experiments in tobacco culture goes on. Several counties in Maryland are about to attempt to grow a bright variety of the weed. If all these numerous experiments in tobacco growing are tried with a view to raising a fine variety of tobacco instead of a great quantity, the scheme may prove to be of at least some practical benefit.—Southern Tobacco Journal.

A bill has been introduced in the Legislature of Wisconsin for an appropriation of $10,000, half of which is to be used for importing, growing and originating suitable varieties of Havana and other seeds for free distribution to the tobacco growers of the State.

J. J. Strickland, of South Manchester, Conn., has had great success in raising five acres of shade grown Sumatra tobacco. He has been offered $2.50 a pound for it.

U. J. Owen has completed his tobacco factory at Nashville, Tenn., and installed new machinery.

H. B. Scott has commenced manufacturing tobacco at his new factory at Charleston, W. Va.

Charles Lentz has bought A. F. Habermann's cigar factory at Watertown, Wis.

Wesley Downs has opened a cigar store at Altoona.

THE CIGAR BOX TRADE NEXT.

Officials of the tobacco trust are alleged to have predicted that it will not be very long before the trust has a hand in the cigar box trade.

V. GUERRA, DIAZ & CO.

V. Guerra, Diaz & Co. have begun business as manufacturers of clear Havana cigars at Tampa.

The members of the firm are Vicente Guerra and Frank R. Diaz. The senior member of the firm was formerly of F. Garcia & Co. who sold their business to the Cuban-American Manufacturing Co. He was also formerly of the firm of Guerra, Diaz & Co., of which the equally well-known Bruno Diaz was a member. Mr. Guerra is a manufacturer of long experience and with a very wide following of customers.

CONCENTRATE ON GORMAN.

The tip comes straight from Washington that for his own purposes, and the purposes of his party, Senator Arthur Pugh Gorman, the leader of the Democratic minority in the Senate, is disposed to aid almost any cause so long as it is calculated to embarrass the administration. Accordingly every Tobacco World reader should forward to Senator Gorman without a moment's delay a written expression of his views on reciprocity, on the trust question and on the uniform duty question. Senator Gorman is as self-seeking a politician as either of the Platts or any other member of the Senate but he has axes to grind and may therefore be disposed to take up the cause of the trade, which none of the Republican Senators have shown the slightest disposition to do at any time.

Therefore, write to Gorman, everybody. It may be a forlorn hope, but, on the other hand, there is just a possibility that it may result in something.



G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF

CIGARS

Factories, York and Yoe, Pa.

Leading Manufacturers in the East

Five Cent Goods Unequaled for the Money

Daily Capacity, 100 000 to 125 000





Great Sire

A National Leader in

Five Cent Cigars

MADE BY

J. E. Hostetter,

Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE

Capacity, 25,000 per day.

Prompt Shipments guaranteed

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edward Grieg"



THE BEST FIVE CENT CIGAR.



BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.

Correspondence solicited.

Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.





B. F. ABEL,

Hellam, Pa

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463

75,000 PER DAY.

ESTABLISHED 1871.

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CIGAR BOX EDGINGS

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High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

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Makers,

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HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

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Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

WANTED CHANGE AT THE INSCRIPTIONS.

On the eve of the 1903 season of Sumatra inscriptions in Holland, Henri Dentz, the well-known broker of Amsterdam, suggests a change in the manner of doing business which will probably commend itself to American buyers, as it has already commended itself to those of Germany. After reviewing the excitement and confusion which pervades every inscription as the result of the too eager competition, Mr. Dentz suggests that tobaccos be offered in large lots to dealers who may then dispose of it to their customers in quantities to suit. This system would not be hurtful to the plantation companies offering the tobaccos; it would be acceptable, he thinks, to the large dealers, and it would not only be equitable to the smaller people, but it would bring more of them to Amsterdam than have been in the habit of going there of late years. It is pointed out by a writer in the Sueddeutsche Tabakzeitung that the buying of Sumatra under the present system in vogue at the inscriptions is altogether too much of a gamble, especially when we consider that Sumatra tobacco is one of the world's greatest articles of merchandise. It too frequently happens at an inscription that lots are bid up absurdly beyond their officially appraised value. This happens as a consequence of the excitement incident to a sale. Very often the successful bidder is lucky if he gets back his money, minus interest, insurance, and other expenses. Sometimes he loses more than even a large capitalist can afford to lose. Generally the losers hope to recoup themselves from their purchases at the next inscription or during the following year. But nobody is justified in taking this big inscription bull by the horns, and it is predicted that the brokers of Amsterdam, the very men who are commonly reputed to make fortunes every year, will welcome a change to saner methods of doing business on the lines suggested by Mr. Dentz.

THE MEDICINE MAN.

LIGHT ON THE TOBACCO WAR.

—— Broadway,

New York, March 7, 1903.

The Tobacco World:—You appear to have a heart as big as your brain and I address myself to both. I have been conducting a retail cigar store on Broadway for a good many years. Mine is altogether a daylight business and I have always had competitors on all sides of me—rival retail cigar store keepers, keepers of cigar stands in the great buildings which abound in my neighborhood, cafes and bar-rooms, and restaurants. About nine months ago the first trust store was opened on Broadway within a block of my establishment, and the second was opened less than three months ago. I kept house in spite of all this varied competiton and up to three days ago I didn't regard the trust stores as in any way dangerous. They filled their windows full of cheap stuff and bargain counter "metziers," and my patrons came along just the same buying their ten cent straight and three for a quarter favorites and I was able to meet my expenses and have a little over. But ever since the trust stores have been offering imported cigars at cut prices business with me has been dead. The men who used to buy Key West and Tampa made clear Havanas or seed and Havanas, are buying imported cigars for the same price, or only a little more, at the competing trust stores and are keeping away from my establishment. I have so little capital to fall back upon that I see ruin staring me in the face if this condition prevails long.

I know that The Tobacco World cannot help me to get back my lost customers; I know that as a merchant I am making myself an object perhaps of ridicule by kicking about the method of my competitors, even if they are agents of the trusts, but I have this satisfaction—I have at least solved the problem of why prices on imported cigars have been cut in the trust stores. It was the surest and most direct way of advertising to the public that there are such stores on Broadway. Personally I could wish they were all in Sheol.

You offer a prize for the best answer to the question, Can Cigar Store Prices cutting be Stopped, if so, How—if not, Why Not?

The man who can tell how to stop it will go very far towards solving the trust problem. B. W.

LEAF TOBACCO MARKET

CONNECTICUT VALLEY.

Less uneasiness seems to prevail in the minds of many growers than before the talk of and the holding of the convention at Springfield and the election of officers to manage the organization for the assorting, sweating and storing of the crop, and the selling of the same by expert judges. In this case growers will be free from individual contact with the buyer, knowing the crop is in the hands of men capable to deal with the market.

Quoting from Mr. Delano, of Sunderland, Mass.: "The matter of forming a corporation for the handling, assorting and selling of tobacco raised in the Connecticut valley and vicinity is being looked upon with considerable favor by many growers in this town and nearby. The meeting held last Monday in Springfield seems to give promise of something more than talk, and when the committee chosen to draft a constitution and rules for an organization, reports at a meeting next Tuesday, we shall hope to see things put on a firm basis and officers chosen and some action taken preparatory for business the coming season."

Whately, Mass.: "The few crops of 1901 sold during the past three and six

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE TOBACCO WORLD

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

Fine OHIO TOBACCO

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. JOHNS,

Office:---McSherrystown, Adams Co., Pa.

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J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
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MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

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Match It, if you Can----You Can't.

"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F B. ROBERTSON,
Factory Representative for Pennsylvania.



Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

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If it's Tobacco you want, and you are up to date---You Will See Us.
Write for Samples and Prices.
Taylor Brothers Tobacco Co.
Independent Tobacco Makers Union Factory. 3 ***Reading, Pa.***

Leather Goods and Celluloid Signs
ARE
The Best of Advertising Goods
BECAUSE THEY ARE
MOST DURABLE, ATTRACTIVE and ECONOMICAL.
We make an **Unusually Large Line of Both**, at Prices So Low that they Cannot Be Duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.



Epstein & Kowarsky, 351 Broadway, New York.

months have brought very low prices, while growers read in most every report of the tobacco market in every paper in the country that the output of cigars is rapidly increasing and the domestic leaf wrappers and binders are very scarce, high in price and the supply nearly exhausted. John M. Crafts says he has put his crop of seven tons into the warehouse of L. F. Graves, to be assorted, sweated and sold by Mr. Graves, of Whately."

North Hadley: "I have to report one sale, that of A. E. Belden, assorted at 23c through, without boxes. The tobacco in this vicinity is about all picked up."—American Cultivator.

BALDWINSVILLE, N. Y.

There has been more activity in the local market during the past week than any previous time this season. Chas. R. Goldsmith, of the firm of Chas. R. Gold-smith & Co., has been registered at the Seneca House and a number of purchases have been made by the firm's local representative, A. Heinke. Among the purchases made are the following; M. Dempsey, 3½ acres; Wm. Cushing, 4 acres; Daniel Tompkins, Hinmansville, 1½ acres; W. D. Stone, Memphis, 7½ acres; Fred S. Ware, Fulton, 2 acres; W. R. Allen and Moses Guilfoyle, Hortontown, 3 acres and 6 acres; F. F. Hoyt, Plainville, 1½ acres. The prices paid range from 3c to 7c. Mr. Heinke has a force of about 30 at work a-sorting at his warehouse. J. R. Reynolds, of the firm of Farnham & Reynolds, of Corning, has been riding and has made the following purchases: Geo. Green, 8 acres, 9c assorted; Seymour Holbrook, 27 cases, 7c; A. C. Morey, 4 acres, 7c assorted; Otis Michels, 5 acres, 7c in bundle; Wm. Lunney, 1 acre, 5c. Mr. Reynolds has purchased several carloads in the vicinity of Fulton at 5c to 7c in bundle. His purchases will be shipped to the firm's warehouses at Corning and Addison, N. Y. M. Tobin, the local representative of M. Rosenthal & Co., of Lancaster, has bought about 30,000 lbs. in the vicinity of Fulton, which will be assorted here in the old Salvation Army barracks by John Hax and Joseph Sawyer. Mr. Tobin's purchases range from 3c to 6c in bundle. J. Wallace Lee is still buying for Gieske & Niemann, of Baltimore, Md., and has made a number of purchases which will be handled here.—Gazette.

EDGERTON, WIS.

The local tobacco markets furnish but little that is not a repetition of the conditions that have prevailed for several weeks past. Buying of both new and old goods continue in a moderate way with the majority of transactions in old leaf. Prices indicate little change from previous quotations.

The deliveries of new goods at the warehouses continue to come in as fast as packers can find storage facilities for bundle leaf, all of whom have stocks on hand far beyond their sorting room needs. Growers are still crowding packers for delivery dates before the spring break up of the roads, for nearly one third of the purchases are yet remaining in growers' hands.

The old leaf market has developed no new features, only a moderate business being transacted in small lots to manufacturers.

Shipments, 1,080 cases.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The break markets is still running small and only Lugs, low and common Leaf sorts. The demand being principally for such grades. Bulk of Lugs have already been sold direct from factories and will not appear on the break market.

QUOTATIONS.

Lugs Low—4 to 4¼ Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 5¾c.

Leaf Low—5¼ to 5¾c; Com., 5¾ to 6½c; Med., 6½ to 7½c; Good, 7½ to 9c.

Old Tobacco Stocks are getting less and will soon be exhausted. Inquiries are more frequent and demand are good. Prices are low. Lugs, 5¼ to 6c, very few left; Leaf, Com., 6½ to 7cc; Med., 7 to 8c; Good, 8 to 9½c; of good leafy and long styles mostly. The loose market is very active, strong and higher with largest sales of season, about 150,000 pounds this week in piles on floor. Lugs, 4 to 5½c; Leaf, 5 to 8¾c. As soon as breaks are started I look for quick active and large sales resulting in marketing the crop very early in the season.

Receipts for the week, 405; year, 3,325; sales for the week, 39; year, 439; offerings, 534; rejections, 14.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts in Feb were	3.542	Hhds.
Sales " " "	338	"
Shipments in " "	1,176	"
Total stocks Mar. 1, "	7.474	"

Buyers' stocks, 435 hhds; Sellers stocks, 7 039 hhds.

Our receipts this week were 762 hhds; offerings on the breaks were 78 hhds; sales 128 hhds.

The public sales continue to be chiefly of the lower grades of leaf; so many round lots of lugs have been sold privately that the supply for the breaks is small. The market was steady at late ruling prices. Warehousemen have now full stocks for sale, but offer sparingly until there are more general orders in the market.

We continue to have rainy weather, and the deliveries of loose tobacco have been larger this week. Planters need dry weather to burn and sow their plant-beds of which about half the quantity so far has been sown.

QUOTATIONS:

Low Lugs	$1 25 to $4.50
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5 75
Good Lugs	5 75 to 6.25
Low Leaf	5 25 to 6.10
Common Leaf	6.75 to 7.25
Medium Leaf	7.50 to 8 50
Good Leaf	9 00 to 10 00
Fine Leaf	10.50 to 12.50

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A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
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NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
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Special Designs — Engraving Embossing
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PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
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THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
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Full line of *Cigarmakers' Supplies.*
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Best Workmanship — The Lowest Price
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Steam Cigar Box Manufacturer
DEALER IN
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Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

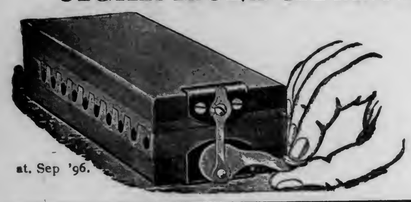
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Patented Sept. 1896.

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Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

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Mirror	5 inch	7 inch	8 inch	9 inch
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ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Business Changes, Fires, Etc.

California.

San Luis Obispo. A. W. Stenhart, cigars and tobacco, burned out.

Illinois.

Chicago. O. M. Campbell, cigars, sold out.

Maryland.

Baltimore. Pierre G. Gaspari, wholesale and retail cigars and tobacco, damaged by water.

Massachusetts.

Boston. John R. Warman, cigars, dead.

Michigan.

Houghton. Cavan & Co., tobacco, etc., damaged by fire.——Dee, Redick & Co., wholesale cigars, damaged by fire.

Minnesota.

St. Paul. Blender Cigar Co., (not inc) closing out to discontinue.

New Jersey.

Trenton. Chris. H. Hills, cigars, etc., succeeded by Geo. W. Kirkham.

New York.

Borough of Richmond. Prince Bay. Thomas A. J. Byrnes, cigars, etc., dead.

New York City. M. Wolffe, cigars, assigned.

Ohio.

Cincinnati Henry Straus, importer, wholesale and retail cigars and tobacco, damaged by fire.

Cleveland. Philip Trothur, cigars and tobacco, dead.

Pennsylvania.

Mohn's Store. Chas. M. Yetter, cigar manufacturer, burned out. Insured.

South Carolina.

Spartansburg. Frank Hammond & Co., cigars, etc., discontinued.

Virginia.

Danville. J. R. Noell, of J. R. Noell Tobacco Co., dead.

Washington.

Spokane. Dugan & Dietrich, cigars, etc., sold out to Clarke & Bevan.

Tacoma. D. F. Gibbs, cigars, etc., advertising to sell out.

—The employes of the American Tobacco Co.'s Louisville factory are allowed to sing while they work, and hymns are said to make up a large part of the daily programme. How touching it is to contemplate a whole factory of people rolling cigarettes to the accompaniment of "Nearer, My God, to Thee," or "We Shall Meet on that Beautiful Shore."—Sioux City (Ia.) Journal.

PATENTS RELATING to TOBACCO, Etc.

721,864 Tobacco truck; Amos G. Cox, assignor to himself, R. Cooper, and A. G. Cox Manufacturing Company, Winterville, N. C.

721,758 Cigar display box; Daniel C. Uffelman, York Township, Pa.

Phones: { Keystone, 67-70 Main. Bell, 62-39 A

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Manufactured by

M. KAUFMAN & CO.

Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail

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Manufacturers of

Briar and Meerschaum Pipes

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Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

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Le Droit Bldg., WASHINGTON, D. C.

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REBATE LONG CUT

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The Philadelphia Cigar Factory
TRADE MARK. W.K.R.
W. K. ROEDEL CO.
Manufacturers of
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41 North Eleventh Street,
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Our Popular Brands: "Flor de Roedel," "Miss Philadelphia," "The Philadelphia," "Zimmy Light Roadster," "Unmatchable."

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You will be sure to Gain New Customers and Retain Old Ones.
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Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
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FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA.
CIGARS

DUNORO
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CIGARS
T. J. Dunn & Co. Makers. Phila.

THE TOBACCO WORLD
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ESTABLISHED IN 1881 Vol. XXIII., No. 11.
PHILADELPHIA, MARCH 18, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.



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222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

THE TOBACCO WORLD

CONFIDENCE GAMES IN THE CIGAR LEAF TRADE.

By H. L. von Norden.

All confidence games are alike in that those who operate them aim to get something for nothing in a dishonest way and yet so as not to expose themselves to arrest for swindling.

In the cigar leaf business the commonest form of the confidence game is to steer a profitable failure. The swindler, in nineteen cases of twenty, is an individual who gets on credit as much merchandise as possible from confiding creditors, sells it for cash at any price he can get for it, and then calls a meeting of his victims and announces to them through the mouth of an attorney, accustomed to that sort of work, that he is prepared to settle at 25 cents on the dollar or some such figure as that. In olden days offers of this kind were wont to be rejected, and more than that, costly criminal lawyers were called in by whose aid it was hoped to send the swindler to jail. But the ill success of all those old time attempts has chastened the spirit of the trade, and nowadays offers of settlement on any old terms are accepted instantly and with meekness. Sometimes a confederate, masquerading as one of the creditors, refuses the offer of settlement which stops everything and then the swindler gets away with one hundred per cent. of his gains instead of only seventy-five per cent.

If the tobacco trade were one of those branches of commerce which recruit themselves constantly from outside, that is, were it the case that the tobacco trade is constantly opening its arms to strangers and new comers, as happens in many other lines of merchandising, the frequency of dishonest failures among its members would not be as surprising as it is, at least to me, and to every one else who thinks about it as I do, and the folly of the established merchants who part with their goods would not be so blameworthy, but the fact is that the cigar leaf trade is one of the most conservative of what I may call close corporations. Untried men, i. e., men who have not qualified themselves as leaf merchants in some way that has taken up years of their lives, are excessively rare. As a rule everybody in the leaf business knows everybody else; knows what he is doing and how he is doing it. And yet in this conservative old trade where these conditions prevail, men with shady reputations get long lines of credit from good houses, engineer a fraudulent failure, get their settlement, resume business, and do the same thing over again, not once or twice but three and four and five times. Most of these swindlers clear so much money by their often worked confidence scheme that they are able to live like fighting cocks, whereas their victims lead frugal and self-denying lives.

It is true that leaf merchants have the same privilege of parting with their wares to whomsoever they choose and on whatsoever terms they please that individuals and firms engaged in other lines of merchandising have, but there is one class of victims of these confidence swindlers in the leaf trade who are not sufficiently considered by the givers of easy credit and these are the leaf salesmen. Leaf salesmen are expected by their employers "to make good." If the leaf salesman is unable to sell his merchandise at schedule prices he very speedily finds himself looking out for another job. Yet it frequently happens that leaf salesmen come into direct competition with dishonest creditors of their own house occupied in the effort to sell merchandise below cost in advance of a creditors' meeting. In these cases the only man who makes a profit is the confidence operator. To whom be confusion!

H. L. von Norden.

A FAMOUS LAW SUIT SETTLED.

The famous trade-mark infringement law suit instituted about one year ago in the Supreme Court of New York, by the Henry Clay and Bock & Co. Syndicate, of Havana, against Bock & Co., of 133 Reade street, New York, has been amicably settled. The defendants will hereafter do business under the style of H. Anthon Bock & Co., and will discontinue the use of their autograph signature of Bock & Co. on their packages and advertisements.

This case was interesting because it involved the right of the New York firm of Bock & Co. to do business under its own name. The Henry Clay and Bock & Co. Syndicate is the successor to the old firm of Bock & Co., of Golden Eagle and Aguila de Oro fame, the business having been originally founded in Havana by the well-known Don Gustavo Bock. It merged its business with that of the Henry Clay firm of Julian Alvarez & Co. in 1887.

The New York firm of Bock & Co. manufactures clear Havana cigars. Its leading brands are Don Antonio, Monogram, and Henrietta Theresa.

On the question of the right of an individual or copartnership to do business under his own name, or the names of those composing the copartnership, as against the competition in the same field of an individual or a copartnership of the same name already established in business the weight of opinion nowadays appears to be that the first named individual or copartnership cannot be interfered with by the second, provided no deception of any kind is practiced upon the purchasing public. In the present instance the parties to this suit having adjusted their differences satisfactorily to themselves the courts will not be called upon to settle the question.

The Henry Clay and Bock & Co. Syndicate was represented by Wise & Lichtenstein. Counsel for Bock & Co., of New York, were Sam Weiss and Mr. Gurlitz.

—A lighted cigarette, carelessly thrown aside, is said to have caused the fire on March 10, at Portland, Ore., which destroyed docks, shipping and 350,000 bushels of wheat valued at $600,000. Expensive cigarette, that!

TRUE TOBACCO ROMANCES.

XII.—The Snuff Taker of Down.

Charles Darwin, whose monumental achievements in the field of natural science are a never-ceasing inspiration to biologists, botanists, geologists and anthropologists, is an immortal proof that snuff is a genuine brain stimulant.

This wonderful man, victim for over forty years of an incurable ailment of the heart and the digestive functions, was able to work but three hours a day and for only about eight months out of the twelve. His intellectual powers were vast and in the world of science he was supreme in many fields. He was the keenest and most just of observers, the closest of reasoners and the clearest of expositors. Moreover, he wrote weighty books which even the most unscientific of laymen read with delight.

Darwin playfully called himself a "Kentish hog," because he chose to live at Down, a little village in Kent, where everything was quiet and where he could pursue his investigations in natural science without interruption or distraction. He never carried a snuff box, because he was fearful he might indulge too freely. The snuff jar from which he was accustomed to help himself stood on a table in the hall, because having to go this short distance from his study for a pinch was a slight check. Without his snuff Darwin's mind could not work, so it is literally true that we owe the "Origin of Species," the "Descent of Man" and all his other great books to a brain which without snuff would have been inactive and lethargic. This is what he himself has said.

How many times a day Darwin helped himself from the snuff jar that was so dear to him is not recorded, but it is known, that his children, particularly his daughters, when they were very young, were in the habit of waylaying their father on his tour of inspection in his garden or greenhouses with a stolen pinch, and many a time they in this way unconsciously aided the great investigator in solving a problem concerned with growing plants which before was obscure even to his crystal clear intellect.

DOHAN & TAITT SUE L. SCHMID.

J. T. and W. H. Dohan, constituting the well-known leaf firm of Dohan & Taitt, of Philadelphia, have brought suit in the New York Supreme Court against Leopold Schmid, for the recovery of $9,927.82.

The statements in the plaintiff's bill of complaint are as follows: In May, 1890, the defendant, who was then alone in the conduct of the Sumatra importing business under his own name, sold to Dohan & Taitt, 213 bales of Sumatra (aggregating 37,613 pounds) "in bond, actual duty, terms four months from date of delivery."

Mr. Dohan alleges that by the terms of his agreement he was to pay Mr. Schmid certain prices per pound for the tobaccos in bond, and in addition he agreed to assume and pay the actual customs duties as might be thereafter ascertained and found due to the U. S. Government on the same, and that the said customs duties should be ascertained and paid by Mr. Schmid on behalf of Dohan & Taitt, who, on notice thereof, should pay the same in cash to Mr. Schmid. At the time of sale the duty had not been ascertained.

Prior to the enactment of the McKinley duty in October, 1890, the U. S. Government levied a differential rate of duty on Sumatra. On some grades the duty was 35 cents a pound and on others it was 75 cents. The parctice was for the Government appraiser to assess a duty of anywhere from 35 to 75 cents a pound.

Mr. Dohan alleges as to the transaction between himself and Mr. Schmid that Mr. Schmid caused the customs duties on the 213 bales to be ascertained and that he notified the plaintiff thereof and paid the same for and on behalf of the plaintiff.

Continuing the bill of complaint says: "On information and belief it is alleged that subsequent to the sales of the said tobaccos to the plaintiff the defendant without notice to or knowledge of plaintiff filed protests in due course against the ascertainment and assessment of the duties so paid on said tobaccos, and thereafter, and in or about the year 1899 recovered from the U. S. Government a portion of the duties originally ascertained and assessed on the said tobaccos."

The amount so recovered is alleged to have been $9,927.82. The plaintiff alleges that the defendant acted as his agent in recovering the duties.

Howard T. Walden, of 56 Pine street, New York, is Mr. Dohan's attorney. Mr. Schmid's attorneys are Einstein, Townsend, Guiterman & Shearn.

The progress of the litigation above outlined will be watched with keen interest by the entire trade. While the differential rate of duty was in effect importers were in the habit of paying whatever rate was assessed under protest. The courts finally decided that the differential rate was invalid and that all that the Government was entitled to collect was 35 cents a pound. In every case of protested payment the surplus above 35 cents was refunded to the protestant. Subsequently those who bought tobaccos in bond from protesting importers raised the contention that since they had paid the duties they were entitled to the refunds. This action, which was one of the famous cases of its kind, was fought to a successful issue by W. Wickham Smith, of New York, who also won the celebrated hat trimmings cases.

THE ROYAL CIGAR CO. AGAIN.

The so-called Royal Cigar Co., which about one year ago was credited with the intention of opening expensive cigar stores in New York city, one at 34th street and Broadway, and the other in the Flatiron building, but which did nothing of the kind, is now alleged to be on the point of opening a cigar store at the southeast corner of Broadway and Wall street.

E. A. CÁLVES & Co. — IMPORTERS OF — **HAVANA** — 123 N. THIRD ST. PHILADELPHIA

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WHAT $1.00 WILL DO.



The subscription price to **The Tobacco World** has been reduced, and is now only $1.00 per year. It is the first and **only tobacco paper in the world, published weekly at One Dollar the year.**

Subscriptions are **payable invariably in advance,** and remittances may be made by bank check, post office money order, or in postage stamps. Foreign rates are $2.00 per annum.

The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.

2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.

3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.

4. **The Tobacco World** is always the first to give **the news.**

5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.

6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.

7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.

8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."

9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.

10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by GEORGE A. SCHUTTE.

Published every Wednesday By the

TOBACCO WORLD PUBLISHING COMPANY

224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager. HENRY C. McMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

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One year, one dollar; six months, seventy-five cents; single copies, five cents.

In all countries of the postal union, $2 per year, postage prepaid.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY. 224 Arch Street, Philadelphia, Pa.

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REGISTER YOUR NEW BRANDS WITH THE TOBACCO WORLD.

Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure **The Tobacco World** for one year fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands "fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

Name .....

Street and No. .....

City and State .....



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested. No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

LABELS AND INFRINGEMENTS.

Council Bluffs, Iowa, March 5, 1903.
Dear Medicine Man:

Will you kindly inform me all about, and how to register a label, consequences of using another's label, etc.

Respectfully yours,
A SUBSCRIBER.

ANSWER.

There are two ways of registering a label, an expensive way and an inexpensive one. The expensive way is to register it at the Patent Office in Washington. This costs $25. The inexpensive way is to register it with the registration bureau of The Tobacco World. This costs $1.

The object of the person registering a label is to show priority of use, and the certificate of registration issued by the registration bureau is prima facie evidence of such use. The courts are disposed to attach due weight to the certificate.

The consequences of using another's label, i. e., of infringing upon his trade-mark rights are always unpleasant and sometimes are very costly, because they involve a lawsuit, with possible heavy damages and costs.

***

TOBACCO IN THE PHILIPPINES.

Philadelphia, Mar. 14, 1903.
Dear Medicine Man:

Can you refer me to any book giving an account of the tobacco grown in the Philippine Islands and the state of the cigar industry there? Before 1890 I was in the habit of smoking Manila cigars regularly, and I know that I relished them greatly because of their mildness.

VINCENT K.

ANSWER.

The only recent book describing tobacco growing and the cigar industry in the Philippines is the Report of the Philippine Commission to the President, published at Washington in 1901. This is a bulky work in four volumes. Since there is a possibility that the cigars of the Philippines may again make their way to the United States, and since the four big volumes above mentioned are not readily accessible to every reader, I feel ustified in reprinting here those extracts from the report of the Philippine Commission which have to do with tobacco and cigars:

"Philippine tobacco may be divided into two groups: First, the varieties with elliptical or oviate, wide, or heart-shaped leaves, which is called in the provinces "tobacco from the old seed;" and, second, tobacco with lanceolate, narrower leaves than the preceding, which is generally known under the name of "tobacco from new seed." The former comes from Mexico, and the latter is supposed to have been introduced recently from the United States.

"CULTIVATION.—Although tobacco grows in almost all climates, the product is more abundant and much better when grown in hot climates, as the heat has a great influence in determining that important quality, the aroma, which it is impossible to impart artificially. The lands most suitable for its cultivation are those of medium consistency and depth, which are cooled during the summer time, or such as have a sandy or silicious subsoil covered with loam, which are situated along the banks of rivers which are periodically overflowed, thus adding new mineral and organic constituents to the soil. These lands are called vegas (meadows), and in this country the name of vegueros is given to the workman on such plantation. As the tobacco plant is very delicate, it is necessary to fertilize the soil thoroughly. Among fertilizers may be mentioned those which contain potassium, lime, chloride, and phosphate, the best being manure in an advanced stage of decomposition. The preparation of the soil, which should be very deep and carefully done, consists of three plowings at intervals of several days, and the completion of the process by grading and leveling and the removal of all injurious weeds.

"The tobacco seed is sown in hotbeds, which are made on level, clean ground, having a carefully fertilized soil. The seed is selected from accredited sources and sown broadcast, being mixed with fine sand. These beds are about a yard wide, space enough being left between them to allow of the passage of weeders and other workmen. The seeds are covered lightly with earth, which is packed down a little and then irrigated. this operation being frequently repeated until the plants appear. These beds should be fenced in and covered over with branches, so as to protect the plants from the direct rays of the sun, but not interfere with ventilation. When the plants have four leaves this cover is removed, so that they may develop with greater vigor, and transplanting immediately begins. The plants are separated a distance of about 60 centimeters from each other. When the flowers begin to appear and 10 or 12 leaves have developed, the buds are cut from the extremities of the stalks, so that the sap may flow to the leaves and nourish them with greater vigor.

"The gathering of the leaf is begun when the plant is in just the right condition, and the recognition of this is of the greatest importance for the quality of the tobacco. At this time the leaves begin to turn yellowish, wrinkle somewhat, droop, and show more or less of a sticky juice, according to the abundance or scarcity of rain during this period of ripening. This condition having been reached, the process of gathering begins. This may be done either by cutting off the stalk at the base, which is not a good way, or by collecting the leaves, one at a time, in the order in which they grow; or, beginning below, gathering a handful of two or three at a time. They are then classified according to size and quality, being left on the ground until they have dried. The tobacco is then tied in bundles, which are suspended by cords in the tobacco storehouse. They are thus protected from the sun, but are exposed to excellent ventilation on all sides by windows and doors, which are opened or closed, according to circumstances.

"DISEASES.—The tobacco plant is subject to injury from various kinds of insects which attack it. Among these the most dreaded is that called cogollero. This is a white butterfly which is so called because it grows and develops in vegetables such as cabbage and lettuce. The gord is a large black worm which eats the stems of the leaves, cutting them and causing them to fall. The cachasado is the larva of Hadena androgea Lat., which lives and hides during the day in the roots of the plant. The primavera is very voracious, and the balosa and other small animals not so much dreaded.

"CHEMICAL COMPOSITION.—The chemical composition of tobacco is very complex and variable, according to the kind and origin of the sample under examination. Vauquelin and other chemists who have analyzed it have found inorganic, substances, such as silica, potassium, magnesia, ammonia, nitric acid, hydrochloric, phosphoric, and sulphuric acids; neutral organic substances, such as cellulose, oil, yellow and green resins, and a volatile alkaloid called nicotine. This is an oily, colorless substance of pungent taste and odor, soluble in water, alcohol, and ether. This alkaloid is found from 1½ to 9 per cent. according to the kind of the tobacco, and it is worthy of note that the best tobaccos, and those having the greatest reputation, are those which contain the smallest quantity of nicotine. Dr. Lebon, of Paris, has recently announced the presence of a new alkaloid in tobacco – collidine—which is as poisonous as nicotine. Nicotine is very energetic, and in a short time poisons small animals, but is much less active in the plant itself, as it is mixed with other less active and inert substances.

THE TOBACCO INDUSTRIES.

"This is without doubt the principal Philippine industry which, on account of the excellence and the cheapness of its products, can compete with those of more advanced nations. In general it may be said that the tobacco industry since the abolition of the monopoly has increased in all regions to an extraordinary degree, both in the quantity and quality of the product. As a result the Havana methods of gathering and curing the leaf and manufacturing the product have become popular throughout the country. A full knowledge of the fermentation or preparation of the leaf is still lacking, or perhaps this work is carried out under poor conditions, so that the leaf does not have the aroma and strength of the Havana. In many parts of the islands the manufacture of tobacco is carried on with modern machinery. More women are employed in the tobacco factories than men.

"The samples of manufactured tobacco shown in the General Exposition of the Philippine Islands in 1887 indicated great advances in the manufacture of this product. The beautiful containers in which this tobacco was exhibited followed the models of those used in Cuba.

"The General Tobacco Company of the Philippines has a factory in operation near Manila known by the name Flor de la Isabella. This building has 12,000 square meters of floor surface and gives employment to 4,000 persons—almost all women. This factory uses the best of selected tobacco from Isabella and Cagayan. The cigarette machines in this factory are worked by steam. All of the containers used are made here and all the labels are printed here. The factory communicates with the Pasig river by a canal crossing the company's land, which was opened at the company's own expense. The company owns in the Province of Isabella two important plantations, which produce tobacco of a superior grade, due to the vigilance shown in cultivating and gathering. In all the towns in tobacco producing regions of the Philippines the company has agents, these being dependent upon a central agent in each province.

For a long period of years tobacco has formed one of the chief exports of the islands, constituting about 10 per cent. thereof. It is exported in leaf and manufactured. More than half of the leaf export has gone to Spain. The export of manufactured tobacco is distributed throughout Europe and Asia. A merely nominal quantity has come to the United States. For a long period of years Spain's taking all the Philippine tobacco kept a fair balance with the archipelago's importation of products from Spain. In the latter years of Spanish dominion, Spanish imports into the islands were greatly in excess of her exports."

THE MEDICINE MAN.

NOT A LOTTERY.

In sustaining a demurrer interposed against a Government information laid against Max Rosenblum, president of Mozle Bros., manufacturers of Turkish cigarettes, who was charged with violation of the Postal laws, Judge Thomas, of the U. S. Circuit Court at New York, on March 10, decided that a guessing contest wherein something nearly approximating the correct answer may be arrived at through an intimate knowledge of economic statistical information, does not come within the meaning of the Federal laws and hence is legal.

Rosenblum was charged with sending through the mails circulars referring to a guessing scheme. Coupon holders guessed as to how many cigarettes the Internal Revenue Department would collect taxes on during a month.

Judge Thomas holds that in a guessing competition of this character the element of chance is so nearly eliminated that no prosecution can be maintained. Each salient condition, he holds, is a subject of study that enables the competitor to forecast the fact with an accuracy in some degree measured by his study, knowledge or skill.

GEORGE W. BREMER, JR. WALTER I. BREMER. OSCAR G. BOEHM.
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Leaf Tobacco
No. 148 North Second Street,
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HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
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PHILADELPHIA
Retail Department is strictly up to date.

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Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.
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TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
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A Popular Leader for Many Years.


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Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

Leberstein Bros. Makers of La Volga 5-cent cigar
434 Race Street, Philada.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

A Cigar Store in Havana.

THE retail cigar stores of Havana one of which is pictured on this page from a photograph kindly taken for The Tobacco World, by Mr. Lewis Cantor, of the well-known leaf importing firm of Leonard Friedman & Co., of New York, are unique in more respects than one. Here is a city with a population of over 250,000 souls, which was the birth place of the cigar and has always been the home of some of the best known cigar factories in the world, which possesses not a single establishment for the retailing of cigars that would properly be called a cigar store in any other city under the sun, not even in Paris where cigars are also sold on street corners as they are in Havana. But the kiosks of Paris are far more pretentious than the little corner stands in Havana, and one of them, "La Civitte," which used to be conducted by a full-fledged duchess, is still one of the best paying cigar stores in Europe.

The stand in Mr. Cantor's picture is at the corner of the Calle Reina and the Park and is a fair type of all the others in the city. These stands carry a miscellaneous stock of cigars and cigarettes and are mainly patronized by the plain people. The wealthier smokers of Havana either buy their cigars by the box at their favorite factory or at the hotels.

Cigars are, of course, much cheaper in Havana than they are elsewhere, and although the cigar stands of the city are simple to bareness, many of them supply their trade with all the finer shapes and sizes.

• • •

The Radical Point of View.

The subject of "trusts" is very much in the minds of retail cigar dealers on account of anxiety over threatened "cut price" wars. Under the heading "Trusts Have No Legal Status," a recent number of a retailers' paper has the following article which will doubtless prove interesting reading to cigar dealers and tobacconists as showing the radical views of one trade paper upon the situation:

"While some of the retail cigar and tobacco dealers throughout the country are determined to keep trust goods in the the background, quite a number show some timidity against open discrimination. They fear that to discriminate against trust goods openly is a violation of the law.

The retailer need not apprehend legal difficulty if he chooses to 'boycott' trust goods, for the simple reason that a trust can have no relief whatsoever at law. A trust is an illegal combine under the state and federal laws; and indeed, statutory enactments are not really necessary against trusts, as they have no right to exist under the common law.

Trusts are very careful about going into the courts as plaintiffs against men who are doing business in a legitimate way. They have no standing in court and they know it. Once a trust, that would be plaintiff is forced to disclose its identity and the courts would declare them outlaws not entitled to the use of the court to redress alleged wrongs. Before they could demand equity of an individual the courts would require them to do equity to the public at large.

Under the common law a trust cannot go into court and get the aid of the law's machinery to collect a debt, any more than a burglar could get legal assistance to force a fellow criminal to divide their common plunder. Gamblers cannot collect gambling debts even when a promise to pay exists. Trusts are unclean in the eyes of the law and have no right to collect a debt, even on a contract. A cigar and tobacco dealer could refuse to pay a bill he owed the trust and there would be no legal way for the trust to collect it. All the debtor would need to do would be to show the court that his creditor was doing business in a manner prohibited by law.



A CIGAR STORE IN HAVANA.

The tobacco trust managers are sensible of the power of bluff and just to scare those who are too bold for trust comfort have agents advise them of the danger of legal action. Retailers are given to understand that an open boycott of trust goods might call down the awful wrath of the trust upon their heads. This is all bluff. In the language of the street, the trust holds a four-flush and the trust knows it. However strong the trust managers may play it, they will lay it down when called. Any retailer may discriminate against trust goods without fear of the trust's wrath. They cannot invoke the aid of the law to help them carry on business in a manner prohibited by law."

While it is true that an "illegal combination"—be it called trust, monopoly or combination—has no legal status (because, per se, it is illegal) in court, sensible retail cigar dealers will clearly see that tobacco dealers and companies, large or small, selling goods according to existing business rules, unquestionably have the right to sue and recover for debt.

The suggestion that a retailer "may" prove that certain men constitute an illegal trust is of about as much value as another one: a retailer may bottle all the water in the sea if he wants to. On account of the expense involved, no single retailer can go into court and prove that any tobacco company is an "illegal trust."

From the viewpoint of The Tobacco World much of the advice of the foregoing article is mischievous and harmful. It indirectly advises cigar dealers to repudiate just debts. Now the majority of retail cigar dealers are as honest as any class of men in business; they pay their debts and have no desire to "bilk" any man, men or company which sells them goods. Unless we misjudge them they will resent the stealthy insinuation that in some way they should act dishonestly toward that intangible something, not named nor described, called an "illegal trust."

• • •

Tobacco Substitutes.

An old-time leaf dealer and more recently a cigar dealer had the following to say about queer substitutes of pure tobacco:

"Dried holly leaves are used," he said, "and the bark of the willow and leaves of the stag's horn sumach are among the substitutes for tobacco used by the American Indians. In Switzerland a weed called mountain tobacco is smoked in great quantities. It is powdered before using and causes the smoker to become a mental and physical wreck. The natives of South Africa are peculiarly affected by smoking the dried leaves of the camphor plant. The smoker trembles with fright at nothing, weeps bitterly, and uses all sorts of words which do not in the least express his meaning. The wild dagga, another South African plant, poisons slowly anyone using it. The best thing for smokers to use, it is obvious from all this, is to stick to good, pure American tobacco. It is the weed which soothes and does not injure its votaries."

• • •

Points for Retailers on Advertising.

A dealer who decides to advertise should not confine himself to newspaper publicity entirely. While the newspaper will undoubtedly be found the most effective advertising medium, and one that the up-to-date merchant cannot afford to neglect, it should always be backed up by means of some other form of advertising in order to keep your name continually before the smoking public.

One of the most effective, and at the same time least expensive, methods of accomplishing this, is that of sticking a small label upon every parcel that leaves the store. These labels should be about two inches square, and of a bright color; the dealer's name standing out prominently, together with the address. It is a good plan to add to this, in smaller type, some short, catchy phrase, drawing attention to the variety and excellence of your stock, etc. The main point is to adopt a distinctive style and color; and having done so, to make use of it wherever possible, and to continue with it until the label becomes familiar as a sort of trade mark.

One of them should be attached to every box of cigars, every package of tobacco or cigarettes, and every pack of cards that you sell, and you will find in a very short time that the results will be out of all proportion to the small expense incurred.

A great many retail tobacconists seem to have gotten into the habit of emphasizing the cheapness of their goods and say little or nothing about their quality or merits. Cheapness in price is generally attractive, provided the quality is not also cheap. And dwelling on the cheap price may lead some to believe that cheap goods only are handled by that store. Everyone knows that a cigarman is not in business simply for his health, and when he is continually making announcements of "15-cent cigars for 5 cents" they begin to doubt his statements and lose faith in his goods. It is impossible to sell goods for less than cost and keep it up—failure is inevitable, unless the "15-cent goods" are in reality a poor 5-cent article; and it won't take smokers very long to find out that point. After that, the chances are a hundred to one that that cigarman couldn't sell them gold dollars for 30 cents apiece.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

ANOTHER GOOD WEEK IN HAVANA.

Sales of Leaf Tobacco Reach 6,500 Bales—Speculations About the New Crop—Independent Cigar Manufacturers Pleased—Arrivals and Departures.

HAVANA, March 7, 1903.

The Havana market during the last eight days has been fairly active again, and the sales foot up nearly the same quantity as last week, 6,500 bales in all. Of these Remedios lead with 3,300, Vuelta Abajo came next with 3,000, and Partido closed up with 200 bales; while the United States market took 3,100. Havana cigar and cigarette manufacturers 2,600, and Europe 800 bales. Receipts from the country show a steady falling off, and amounted only to 1,676 bales, therefore the decrease in stock is over 4,800 bales. Already a few forerunners of the new crop of Vuelta Abajo, Partido and Remedios have made their appearance in Havana; still it would be rash to judge the crop from these first receipts, as they are either the so-called "libra de pie," or ground leaves, fit only for light fillers, or cigarette purposes, or it is the tobacco that has been sweated by artificial means, and therefore lacks the necessary fermentation. Owing to the scarcity and lack of wrappers, some farmers here are tempted to bring their goods to the market, but while the force-sweated Connecticut wrappers might give a good result in the United States, so far all experiments made here have not turned out so successfully, unless an exception is made with regard to the tobacco grown under tent covers, as the 30 bales of wrappers of this year's crop now in the warehouse of Calixto Lopez & Co., are pronounced by good judges to be of an excellent, fine texture of leaf and light, uniform colors, as well as of a good burn. They are not for sale, however, as the Eden factory intends to use them for its own manufacture of cigars, and, it is said, has refused a very tempting offer from one of the best-known factories here. Prices of Vuelta Abajo and Remedios are very firm for all good growths and the demand continues active, only the poorer classes remain neglected and prices are nominally steady, in reality favoring the buyer.

Crop Report.

Advices are still so contradictory, one party returning from an inspection trip through the Vuelta Abajo, declaring the crop on an average as lacking the necessary qualities looked for in the new tobacco, and another party saying just the opposite, that it seems impossible to form a correct judgment, and therefore it is safer to suspend all guesses until more reliable news comes to hand. As regards wrappers, however, nearly all reports are agreed upon a very deficient supply of fine light-colored leaves, so manufacturers may be again compelled to pay high prices for the good serviceable portion. As a compensation, possibly fillers may be more plentiful and relatively lower than last year, although even this is not an established fact. The above holds true of the Vuelta Abajo and Partido sections, while Remedios may turn out considerable less heavy-bodied tobacco than last year, and in general be of the light, flimsy style.

Arrivals.

Buyers from the United States arriving in Havana during the week were:

Mortimer Regensburg, of E. Regensburg & Sons, New York; I. L. Kemper, of M. Kemper & Sons, Baltimore; Marco Fleischman, of S. Rossin & Sons, New York; Sol Loeb, of the Loeb-Swartz Tobacco Co., Philadelphia; W. W. Stewart, of Stewart, Newberger & Co., Ltd., Reading, Pa.; C. K. Reichert, of Reichert & LaBoule, Milwaukee.

Departures.

The following buyers have left for the United States.

Jose Lovera, for Tampa, Fla.; Richard Traiser, for Boston, Mass.; John H. Boltz, for Philadelphia; E. Boasberg, for Buffalo, N. Y.; E. H. Gato, for Key West, Fla.

The independent cigar manufacturers are well satisfied with their share of orders, and while others may be complaining, the exports by the steamer "Mexico" show a total of 3,733,740 cigars, which surely indicates a healthy demand considering that the rush season is over. Factories like H. Upmann & Co. "Ramon Allones," "Cruz Roja," of Rabell, Costa, Vales & Co., "Romeo y Julieta," of Rabell, Costa & Co., "Sol" & "Luis Marx," of Behrens & Co., "High Life," of Neuhaus, Newmann & Co., Viuda de Jose Gener, "La Escepcion," the "Punch" factory, and others too numerous to mention, cannot complain, and are giving employment to all the hands they can seat. The Punch factory, for instance, has at last succeeded in purchasing the building adjoining their long-established quarters, and this will enable them to increase their output from 60,000 to 70,000 cigars daily. As the factory was away behind in the filling of orders, one house having over 200,000 cigars pending for more than a month, this will enable it to catch up on old business. Besides, this goes to show the growing popularity of this brand of cigars.

Notes of the Week.

J. Pierpont Morgan's presence in Havana has given rise to numerous speculations and guesses as to the real object of his coming here, because most people thought the pretext of a merely sight seeing visit for the benefit of his health was only a veil to hide the real intentions of the modern Croesus. However, excepting rumors of his intending to buy up railroads, tobacco lands and factories, nothing definite has been learned, and he has gone as quietly as he came. Some unknown practical joker tried to play upon the credulity of the owners of some large cigar factories, commission merchants and brokers, by sending an invitation, upon a supposed card of Mr. Morgan's to them, asking them to see him upon a matter of importance at his stopping place, corner Prado and Animas streets.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.

MAKERS OF

PURE HABANA SEGARS

"At the SIGN of the BULL DOG"

Maiden Lane and Water St.

New York.

Baron DeKalb, Bull Dog,

Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, *HAVANA, CUBA.*
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge P. Castaneda
S. JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 110, *HAVANA*

E. A. KRAUSSMAN,
170 Water Street, ***NEW YORK***
Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. **Habana.**
Cable: ZALEZGON.

Bridat, Mont'Ros y Co
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually *Cuts* the Leaf *without Streaking* it, and affords the operator a *Full Swing of the Arm* over its smooth rigged surface to *Roll* the cigar with the *Full Palm of the Hand.*

Write for circular.

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

The hoax was too palpable to find belief with most people, therefore the dupes were but few, and they soon dispersed when they heard of their being the victims of a practical joker.

Sobrinos de Anterio Gonzales sold 1,250 bales of Vuelta Abajo and Remedios. They have stopped buying for the Spanish Regie and the last shipment to go forward by the steamer "Ciudad de Cadiz" on the 20th inst., for Coruna and Santander, will be 7,000 bales.

John H. Boltz is said to have bought 1,000 bales of Remedios and Vuelta Abajo for the firm of Boltz, Clymer & Co., Philadelphia.

Miguel Perez sold 800 bales of Remedios.

I. Berheim & Sons have been again buying Remedios quite liberally of late, and may have secured close on to 1,000 bales.

Manuel Martinez disposed of 700 bales of Vuelta Abajo colas to one of the leading cigarette factories.

M. Fleischmann has not let the grass grow under his feet, and he must have secured over 900 bales already for his firm, S. Rossin & Sons, New York.

V. Diaz & Co. report sales of 500 bales of Remedios to their friends.

Leslie Pantin has secured so far 300 bales for his particular friends, and is still actively engaged with several customers.

G. Salomon y Hns. turned over another 200 bales of Vuelta Abajo and Remedios.

Loeb-Nunez Havana Co. were shippers to the extent of 600 bales this week, including 150 bales sold to a Tampa manufacturer.

Sidney Goldberg, of the firm of S. L. Goldberg e Hijos, has just returned from a four days trip to the Partido, but refuses to disclose his views upon the crop. He is supposed to be one of the best posted judges as regards the 1903 growth, as he has watched it carefully since cutting commenced, and no week has passed without his making at least one trip.

Sanchez y Cueto have been quietly selling off their stock, without wishing to report details, and therefore they have only very little left of the old crop, as they intend going in heavier still as soon as the regular buying season opens.

H. Upmann & Co. shipped 700,000 cigars by the steamer Mexico.

Bridat Mont 'Ros & Co. also shipped cigars by the same steamer.

Cano y Hermano sold 250 bales of Vuelta Abajo to their friends.

Neuhaus, Neumann & Co. received some very nice orders for high priced cigars. They shipped 1,100 bales of leaf tobacco this week.

Manuel Menendez Parra disposed of 200 bales of Remedios.

Walter Himml bought some good lots of tobacco for his particular friends in the North, and sold 100 bales of Remedios to city buyers.

Will & Co.—According to a circular dated March 1, this old firm has dissolved and the liquidation of its outstanding accounts will be conducted by Theo Will, Jr.

J. F. Berndes Co. were buyers of 100 bales of Vuelta Abajo for Germany.

Sol Loeb, of the Loeb-Swartz Tobacco Co., Philadelphia, has been actively scouring the Havana market in order to secure only the choicest class of Remedios which possess the highest aroma, the price being a se ondary consideration. He has already secured quite a selection of different vegas.

W. W. Stewart, of Stewart, Newburger & Co., Ltd., Reading, Pa., and Philadelphia, has shown excellent judgment in picking out the highest flavored Vuelta Abajo and Remedios, in order to keep up the standard of their cigars which are known to be of the finest aroma. He has already purchased several hundred bales.

Arrivals of Tobacco from the Country.

	Week Ending Mar. 7. Bales	Since Jan. 1. Bales
Vuelta Abajo	264	8,114
Semi Vuelta		32
Partidos	201	813
Matanzas		1
S. Clara & Remedios	895	19,592
Santiago de Cuba	316	322
Total	1,676	28,874

TOBACCO BUYERS SCOURING YORK

For Desirable Crops—Shipments Large and Numerous—Trade Notes and Chit-Chat of the past Week.

York, Pa., March 16, 1903.

However much York county tobacco may be held in disrepute, the fact remains that buyers galore have been scouring the entire county for all desirable crops during the past year. For weeks past and for several in the future, deliveries at York to the cars for shipment to the packing points have been made and will continue for several weeks. It has long since been realized, that with ordinary attention and proper care a crop of tobacco pays better to the grower than anything else that can be raised; besides he receives the cash on delivery which is no great time after harvesting. The vicinity of North George and Duke streets, was enlivened during Thursday with the hustle and work occasioned by the receipt of a great quantity of tobacco aggregating about 300 cases, and filling several cars for shipment to Lancaster and elsewhere. It appears that the recipients of the tobacco last Thursday will be getting the "cream of the crop," so to speak, being that raised in the most favorable section in the county.

Several car loads of very fine tobacco were received and delivered to A. Sonneman, the local packer, during the week. Mr. Sonneman has been receiving for the past several weeks and is now very busy with a force of workmen handling the goods.

D. S. Detweiler, of Wrightsville, received on Thursday a large quantity of tobacco at his warehouse from the farmers in his section.

Red Lion was the scene of active tobacco receipts during the week by W. O. Wilcox, of Lancaster. Mr. Wilcox is the Lancaster packer for G. Falk & Bro., of New York.

D. A. Minnich, formerly the York postmaster, has rented the warehouse now occupied by Jacob Winter, dealer in leaf tobacco, for the purpose of packing tobacco which he will commence packing about April 1. Mr. Winter will occupy the adjoining building where he will continue in the leaf business.

Mark Levine, salesman for M. F.

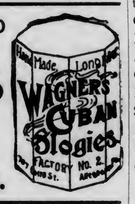
J. H. STILES . . . Leaf Tobacco . . . YORK, PA.



Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited — Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**



HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, **Moundsville, W. Va.**
Jobbers, Write for Samples.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

Schneider, a Sumatra importer of New York, is confined at the Colonial Hotel with nervous rheumatism. R. M. Granat appreciating the unpleasant condition in which Mr. Levine finds himself has been acting nurse during his illness.

Young & Busser, proprietors of the Centre Square cigar store, have been displaying cards and posters and advertising in the daily papers for an entire week—but two characters, "Twentieth Century." After fully arousing the curiosity of the community, a fuller announcement states the merits of a particular 5-cent cigar which the above firm have placed in all the retail cigar stores in the city. The unique manner of bringing the brand to the public notice will no doubt be effective in securing profitable sales.

Bare & Co., cigar box manufacturers, are erecting a large factory adjoining Franklin street, in Hanover, to which they will remove from their old factory when completed. The new factory will be up-to-date in every particular and occupy a depth of 120 feet allowing ample room for increased business.

Snyder & Myers, of Red Lion have discontinued manufacturing cigars and have closed their factory.

X. Hanna, of Hanna Bros., Dayton, Ohio, has been visiting the local trade this week, with fancy Ohio tobaccos. Other visitors were: L. R. Isenbrand, of L. Bamberger & Co., Philadelphia; J. A. Sheppard with M. C. Miller, Hartford, Conn.; John Brand, Jr., with John Brand & Co., Elmira, N. Y.; Henry Sievers with Sneeringer & Co., Baltimore Md.; Eli Shertzer, Philadelphia; and Edward I. Alexander, of Joseph L. Gans & Co., New York.

Miss Annie Kocher, daughter of S. R. Kocher, senior member of the firm of S. R. Kocher & Son, cigar manufacturers at Wrightsville, this county, died at the residence of her father in that town, March 6, at the age of 26 years. She was a graduate of the High School, a member of the Methodist Church of that place and prominent in church work. She enjoyed the esteem and friendship of a wide circle of relative and acquaintances.

CIGAR INDUSTRY BRISK AT READING

Manufacturers Who Were Burned Out Resume Business—Trade Changes, Personals, Etc.

Reading, Pa., March 14, 1903.

The large store room formerly occupied by Mohn & Miller has been fitted up as a cigar shop for the use of C. M. Yetter, whose factory was destroyed by fire several weeks ago. Mr. Yetter started up his new factory last Monday. Another story will be built on the old part and the likelihood is that he will remain permanently at the new place.

Dr. B. H. Miller has rebuilt his shop for the use of Samuel Frankhouser, cigar manufacturer whose place of business was destroyed with Mr. Yetter's.

Cigar manufacturer Julius G. Hansen has returned from a successful business trip though the West. He visited Denver and other leading Western cities, where he secured a large number of orders.

Rudy Eidam, the cigar dealer, found a bag containing fifty or more deadlatch and skeleton keys which he turned over to Chief of Police Witman. The supposition is that they were dropped by a burglar.

John A. Moser, of Riverside, has opened a cigar store at Tenth and Marion streets, and purposes entering the manufacturing business.

Charles E. Glassmoyer has purchased the good-will, stock and fixtures of the Union cigar store, and has taken possession of the place.

N. Z. Young, of Coopersburg, filed a bond here in $300 to start a factory at that place.

George S. Trump, of Allentown, has filed a bond in $800 to carry on a cigar factory.

H. J. Steele, who recently purchased the brands of Lewis R. Farling, has placed the Athletic, his leader, on the market with a new and attractive label.

Alfred Weaver will retire from business April 1st, and will return to San Francisco, Cal., where he lived thirteen years ago.

The cigar industry here is very busy and there is a steady demand for more help. E. E. Kahler is still advertising for fifty cigarmakers on hand work. Not in many years has there been such a demand for help as during the past four months. The settlement of the coal strike has caused quite a boom in the coal regions where business was dull for such a long time. Orders are now rapidly coming in from that section.

E. M. Keller is on a two weeks' business trip through the southeastern section of the State and Delaware and reports the outlook bright.

Morris M. Ruth has placed two new brands on the market styled the Tivoli and Heiress.

WHY HE DIDN'T TELL.

"What's the name of the best customer on your books?"

This was the question a promoting broker asked of a certain large leaf merchant the other day. He got "the laugh" for his pains.

"He's so good I don't want to lose him," said the leaf merchant. "If I were fool enough to tell you his name the next thing would be you would get some trust or combine to buy him out, and then where would I be?"

Profits of the French Regie.

The balance sheet of the State monopolies in matches and tobacco shows that the State realized a profit of 23,713,247 francs on one manufacture of thirty-eight milliards of matches. The receipts from tobacco were 415,000,000 francs, of which 332,500,000 were net profits. It is estimated that the average expenditure for tobacco and cigars per capita was 11 francs. In Paris the average was 19.26.

The Best Way to Smoke.

Rapid smoking is as bad as rapid eating, or worse. It is also "bad form," whether it is pipe, cigar or cigarette. The smoking should be deliberate in order to get the fullest enjoyment. It is easily so with a pipe. Many persons have smoked all their lives, and yet do not know how to smoke. It is as painful to watch some people smoke as it is to sit at the table with a man who "gobbles" and "gorges" his food on the "15-minutes-for-refreshments" plan.



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Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

F. & E. Cranz, Importers of Sumatra Tobacco. New York, 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
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New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
L. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf
Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street, NEW YORK.
Jos. F. Cullman.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of
Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone 4027 John.
No. 163 Water Street, NEW YORK.

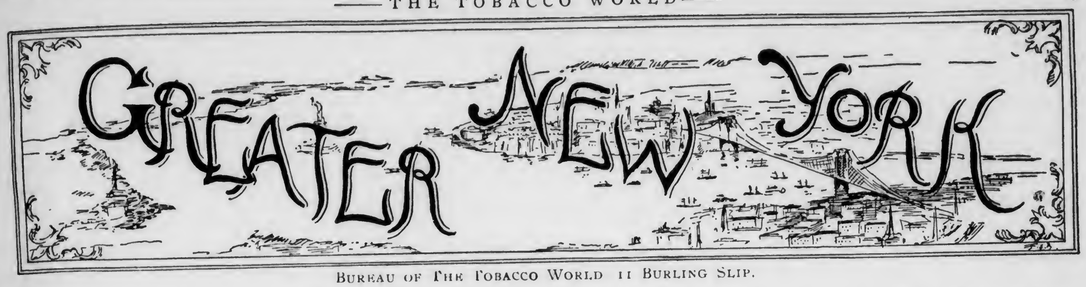
HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF **TOBACCO**
197 Water Street, New York

R. Rothschild
R. ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK

I. J. SCHOENER. I. M. JACOBY
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
102 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**



BUREAU OF THE TOBACCO WORLD 11 BURLING SLIP.

One of the victims of the latest swindling failure in the leaf trade of New York is engaged upon a little one act comedietta to be entitled "How to Get Rich Overnight." The time of the action of the drama, whose author is careful to preserve all the unities of time, place and action, is the afternoon of Feb. 27 last; the scene is the place of business of the man who is owing $28,000 for merchandise and who means to get out of paying it if he can. After a brief soliloquy in which he recounts his successes in ventures of the same kind in the past, he summons his typewriter and dictates a letter to each of his creditors announcing that he cannot meet his obligations and inviting them to a creditors' meeting at his own lawyer's office at nine o'clock on the following morning.

The second scene of the little play is at the office of the lawyer just mentioned. Those present are the debtor and his attorney, and the creditors and their attorney. On the faces of the creditors are easily depicted lines of foreboding and a nervous apprehension that they are about to get it in the neck good and hard. The speeches are brief and to the point. "We will give you 25 cents on the dollar," says the debtor's attorney. "And we will accept it," says the attorney for the grief stricken creditors.

Scene three is once more in the office of the triumphant debtor in Nacre street.

"Twenty five per cent. of $28,000 is $7,000. My lawyer is content with $1,000 this time. That leaves me $20,000 to resume with. It's easy enough to get rich overnight if you know how." Curtain.

***

The New York offices of S. Jorge & P. Castaneda will be removed on May 1 from 168 Water street to 172 Water street.

***

The meeting room of the Brooklyn branch of the Retail Cigar Dealers' Association of Greater New York, in Arcanum Hall on Bridge street, was crowded on the evening of March 12, when President Ashner's gavel rapped for order.

A delegation from the parent association in New York city, headed by President Sidney J. Freeman, was present, accompanied by John Landstreet, of Richmond, Va., and others. Mr. Landstreet is president of the Manufacturers' Association of Richmond, and has been prominent in the trade for a great many years. His most recent services in the cause of the independents was his strong advocacy of the Otjen bill before the National House of Representatives.

R. E. Lane, of the Executive Committee of the New York city Association, said that the certificates of stock to be issued to members would probably be ready at the meeting to be held at Maennerchor Hall on March 24.

Speaking of the coming invasion of Brooklyn by the United Cigar Stores Co., W. E. Houtain, of the Brooklyn branch, said he expected that the Brooklyn independents would rout the enemy. This statement was greeted with applause.

At the request of Mr. De Meza, R. E. Lane explained anew the bond and stock certificate programme of the Association and the plan for the opening of a central depot for the distribution of tobaccos and cigarettes manufactured by independent manufacturers, for the creation of a coupon system, and also for the publication of a periodical to circulate among members and to be devoted to the cause for which the Association stands. The Association's depot of distribution will not handle cigars.

The meeting unanimously voted affirmatively upon a motion to work hand-in-hand with the cigarmakers' unions of Brooklyn.

W. I. Joyce, president of the Retail Cigar Dealers' Association of Boston, was introduced by President Ashner, and explained the purposes and success of the Boston meetings in Faneuil Hall, the "Cradle of Liberty."

John Landstreet followed Mr. Joyce. Mr. Landstreet recounted the long struggle for existence of the independent tobacco manufacturers, of whom, he said, there are at present 258 in the United States, each of whom had gained business during the past twelve months. He dwelt upon the self-interest which is an impelling motive with most of those who join the independent retailers' associations. On the subject of the Otjen anti-coupon bill, Mr. Landstreet explained the progress of that measure through the House of Representatives and how it failed of passage by the Senate through the objection of Mr. Quay. Mr. Landstreet said that if this measure should pass all manufacturers would stand upon an equal footing and that tobaccos would then sell upon their merits.

Mr. Landstreet concluded by saying that it was plain from the large attendence at association on meetings both in New York city and Brooklyn, that the interest taken in the present movement is genuine and lasting.

President Sidney J. Freeman, of the New York Association, urged all present to aid in increasing the membership of the Brooklyn branch. Mr. Freeman said that the co-operation of the cigarmakers' unions was an elegant thing, but he asserted that members of those unions are in the habit of buying trust goods because they can get them cheaper than other merchandise.

***

Walter E. Craig, a well-known cigar-salesman, living at 161 West 80th street, filed a petition in bankruptcy on March 12, with liabilities to the amount of $19,914, and no assets. Silas Craig, of Chicago, is a creditor for $10,000 for loans.

***

The year 1902 which was so remarkably prosperous for leaf merchants and cigar manufacturers, was also the best year in the long history of William Demuth & Co., manufacturers of pipes, smokers' articles, canes, etc. The fact that this firm's Christmas trade in 1902, exhausted almost its entire stock of the finer grades of goods is perhaps the most striking proof that has yet come to light of the extraordinary prosperity of the country. William Demuth & Co. are already at work preparing for the Christmas trade in this line of goods for 1903, and at present are taxed to their utmost capacity to fill their orders for their staple lines.

J. Goldenkranz, representing Sartorius & Co. in New York city and the East, leaves with his family for a vacation trip to Europe on the Grosser Kurfrorst on March 26.

***

Simon Auerbach & Co. will remove on May 1, to 171 Pearl street, the premises at present occupied by M. E. Flaherty who removes on the same date to 10 Burling Slip.

***

Deutsch Bros., manufacturers of a popular line of union made cigars, will remove on April 1 to 1397–1399 First Avenue, between 74th and 75th streets, where, in a much larger building than that they now occupy, they will have better facilities than ever for supplying the demands of their trade.

***

Raph Oppenheim, representing Rosenthal Bros., returned the other day from a five weeks' trip through his western territory. He reports that the demand for Bill Dugan, Piper Heidsieck and the other brands manufactured by his firm is so good that he had no trouble in opening twenty new accounts.

***

It is understood that the long established cigar manufacturing firm of Isaac Teichmann's Sons, of 222 Greenwich street, is going out of business and that it has transferred its brands to Leopold Miller & Sons.

THE LANCASTER TOBACCO CROP

Will be Smaller this Year as Help is Scarce—Leaf Market Continues Dull—Personals, Trade Notes, Etc.

Lancaster, Pa., March 16, 1903.

The leaf tobacco market continues to be dull, only a moderate volume of business having been done. Deliveries of the 1902 crop are made to the warehouses daily, and the receipts of some of the packers have been extremely heavy.

Julius Marqusee, is packing an extra fine lot of Onandago under the supervision of H. Abelson, his Lancaster representative.

P. L. Leaman returned last week from a very successful western trip.

On account of the railroad improvements and a consequent demand for help, the farmers of Manor township complain of the scarcity of help. The men who for years have worked among the farmers and earned 75 cents to one dollar per day, working from sunrise to sunset, and boarding themselves, have secured employment on the railroad paying them from $1.50 per day to $1.87 per day of ten hours. Several farmers, who have heretofore raised tobacco on the shares in that township, have not made application for their allotment of ground on which to raise tobacco, but will also go to work on the railroad improvements as they are inclined to think they will be better paid for their labors and take no chances. As a result of the above, the acreage of tobacco will be less in this township than it has been for years, and those who have secured help for the placing of their crop were compelled to pay increased wages.

Charles Tole & Co report trade very good. They have a bountiful supply of 1900 Connecticut, Onandago, Wisconsin and Pennsylvania goods, and find a ready sale among the manufacturers, for their wants.

The cigar factory employing fifty to seventy-five hands, in contemplation at Strasburg, has not yet been definately decided upon. Another meeting will be held Tuesday evening when, it is expected, favorable action will be taken toward its establishment.

George D. Erisman, who is representing E. Spingarn & Co. in this section, has opened up several good accounts.

Among the visitors in town during the past week were: S. L. Johns, McSherrystown, Pa.; J. A. Shepperd, with M. C. Miller, Hartford, Ct.; Barney Regensburg, representing Hinsdale Smith & Co., and Sol Waterman, representing Max Gans & Sons, of New York; and G. Hanna, of Hanna Bros., Dayton, O.

John Slater, of Washington, Pa., spent several days here last week at the factory headquarters of John Slater & Co., cigar manufacturers. He returned home highly pleased with the progress the factory is making. He informed The Tobacco World correspondent that the out-put of the factory for 1902 was the largest since the business was established and that the future is promising with bright indications of a busy and increasing business.

Trade-Mark Register.

LA CIGARCIA. 13,994
For cigars. Registered March 10, 1903, at 9 a. m., by Edward Frankel, Brooklyn, N. Y.

PITTSBURG CHEROOTS. 13,995
For cigars, cigarettes, cheroots and stogies. Registered March 10, 1903, at 9 a. m., by Chas. Chuscill, Pittsburg, Pa.

ELK'S DELIGHT. 13,996
For cigars, cigarettes, cheroots and tobacco. Registered March 10, 1903, at 9 a. m., by Gish & Smith, Bedford, City, Va.

ELK'S RETREAT. 13,997
For cigars, cigarettes, cheroots and tobacco. Registered March 10, 1903, at 9 a. m., by Gish & Smith, Bedford City, Va.

THE NORRIS. 13,998
For cigars. Registered March 12, 1903, at 9 a. m., by S. P. Rothman, Philadelphia, Pa.

KEYABANA. 13,999
For cigars. Registered March 14, 1903, at 9 a. m., by John G. Mumma, Lititz, Pa.

IMA CORKER. 14,000
For cigars. Registered March 14, 1903, at 9 a. m., by John G. Mumma, Lititz, Pa.

ITANNICNIC MUTUAL AID. 14,001
For cigars, cigarettes and cheroots. Registered March 14, 1903, at 9 a. m., by Geo. E. Snyder & Co., Cincinnati, O.

REJECTIONS.

Big Four, Elk's Choice, Elk's Favorite.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia" "Webster"

"Farragut"

Office, 209 Pearl St. NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers

BRANCHES: *Kerbs, Wertheim & Schiffer. Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.*

1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

CINCINNATI TOBACCO SALES

Have Been Few this Season on Account of High Waters in River—State of Trade—Persona's, Etc.

Cincinnati, O., Mar. 16, 1903.

The cigar leaf tobacco market has been at a very low tide for two weeks past, but fifty cases being offered the past week and thirty-two cases last week. In both sales the tobacco offered was Northern Ohio binders, which sold from $11 to $16.75, while Old Zimmer Spanish ranged from 50c to $6.20; New Zimmer Spanish from $1.65 to $9.20; New Dutch at from $4.10 to $6.20, and Old Northern Ohio at from $3.40 to $16.75. The shipments have been fewer at this season of the year than for a number of years and is accounted for by the extreme high waters preventing farmers from reaching shipping stations. The Ohio river has had business in the bottoms in a very unsteady condition, keeping every house in that locality watching the weather reports.

Mr. Deane, who was here last week, informs your reporter that the incorporation of the company of growers of burley tobacco in Kentucky as reported in March 4th issue is progressing rapidly. Also that the past week has been the most active of the season for large lots of leaf tobacco of a superior quality.

Mr. Haas, of Haas Bros., says that after considering the future conduct of the Jackson Cigar Co., they have decided to allow it to remain exactly as it is—the same firm name will stand. The superintendent has given them as well as the factory employees his best efforts and they know he was a conscientious helpmate to the late Mr. Jackson.

The Lovell & Buffington Tobacco Company, of Covington, Ky., when asked how other brands of tobacco were affecting them said: "Well, only that we have to send out more samples than we used to do. Here is a sample of Star, just sent to us, showing that samples of any well known brand have to be constantly sent out to remind people that it can still be obtained."

F. W. Dohrman and Son have been sending out some fine samples of Ohio Seed Leaf. They have a better tobacco in both the Gettysburg and Covington, Ohio, packing houses than they have had in any previous year and from their correspondence they think they are going to do a large business this year.

"Cigar box lumber is rather high priced," said Samuel W. Frost. "The mills can get more money out of the lumber without cutting it for cigar box lumber." When asked what the cigar manufacturers were going to do for cigar boxes he said he did not know. "We are supplying our old trade at the old price, but we ought to get more money," he stated.

B. Duwel & Bros., manufacturers of Red Horse Chewing and Smoking Tobacco said: "You see we are busy shipping Red Horse, besides, our wagons will have to be added to, to keep up with our local demand. We are in the business to stay and we are not afraid to say: 'This tobacco is not made by a Trust.' Besides this, the union label is put on every package. We have reached a position now where we are not afraid of being interrupted by a Trust."

The Peoples' Tobacco Co., Ltd., of New Orleans, La., has entered this field with the Kotton Cigarette by appointing an active young man as its agent, Geo. A. Hellebusch opened his office for the company with Clement MacIntyre, at 11 E. Front street, a gentleman turned gray in the tobacco business. With two such gentlemen at this end of the line, it is up to the Peoples' Tobacco Co. to make the cigarette a grand success.

John Stann, of John Stann & Co., says: "We are not as busy as we would like to be. We think the month of March will end satisfactorily, though."

L. Seaman & Co. stated: "We are looking for better business as soon as this river scare is over."

F. Alvarez, of F. Alvarez & Co., says: "We are making nothing but high class goods. My brother, who was formerly with me, but is now manufacturing cigars in Tampa, buys my tobacco and ships to me as I need it, and I can always depend upon a good leaf."

Daly & Frei said: "We have a trade that use about the same amount and grade of leaf month in and out at this season of the year, so that we do not look for much increase till later in the spring."

TRADE IN MILWAUKEE QUIET.

Lent Observance Said to Have Something to Do With It—Large Tobacco Acreage Booked for Eau Claire.

Milwaukee, Wis., Mar. 16, 1903.

Trade has been dull with Milwaukee retailers during the past ten days and the town has been very quiet, there being few agents in the city. Several of the downtown dealers ascribe the loss in trade to the fact that many of their customers give up the pleasures of the weed during the Lenten season, but if this is so, the season is being observed far more rigorously than heretofore.

Fay, Lewis & Co., are making a display of Maud Muller cigars at the Pabst building store and at the Grand avenue store, the Country Merchant, a popular brand, fills the window.

The Hotel Pfister cigar stand has been improved with new counters and show cases. The March trade is reported so far as being unusually good, but as the stand caters to the transient trade and as there have been a number of conventions here within the last two weeks, this is not out of the ordinary.

It is rumored that the Gimbel Bros.' department store is shortly to open a retail cigar and tobacco department at the west entrance to its new building.

The Milwaukee Leader, a popular 10-cent cigar of local make, is being advertised by catch phrases at the different vaudeville theatres of the city, the performers in their dialogues advising the audience to smoke them.

The Spiegel Drug Company still continues its cut-rate prices on popular brands of 5-cent cigars and is doing an enormous business.

H. O. Frank, the local manufacturer and wholesaler who has been ill at Thomasville, Ga., has returned to the city much improved in health.

Manager Andrew Hoen, who is in charge of the United Cigar Manufacturers' warehouse at Viroqua, Wis., is seriously ill with pneumonia.

Manager Potter has closed the warehouse of the Hussy Tobacco Company at Soldiers' Grove, Wis. Disagreement among the employes resulted in the shut down.

There are fifty-six leaf tobacco warehouses at Edgerton, Wis., making that city one of the leading tobacco centres of the United States, if not the world.

It has been discovered that the soil in Northwestern Wisconsin near Eau Claire is especially adapted to the growing of tobacco, and a large acreage will be given over to the culture of the leaf this year.

Pennsylvania Anti-Cigarette Bill.

The bill to prevent the sale of cigarettes to persons under 21 years of age, passed finally in the Senate of the Pennsylvania Legislature Monday evening last by a vote of 34 to 3. Senator Zern, of Carbon introduced the bill. The bill provides a penalty of from $100 to $300. It will now go the House.

Cigar Manufacturer Suicides.

While his wife and family were away from home last Monday, Jacob Nusgesser, a cigar manufacturer who lived near Perkasie, Pa., committed suicide by hanging himself in his barn. When last seen he was in a cheerful frame of mind and no cause can be assigned for his act.

—The Huffman-Leas Tobacco Co. has started operations at Richmond, Md., and employs 15 hands. The number will be increased to 100 later on.

PHILADELPHIA

LOCAL TOBACCO TRADE CONDITIONS.

Business is fairly good at a majority of the cigar factories of Philadelphia, according to reports given to a Tobacco World representative who called on the trade. Several factories, it is true, frankly said that trade was quiet; and on the other hand, several other factories said they were really rushed, while the most of them said they had no complaint to make.

Business with the retailers is fairly good, too, as a rule, although many are apprehensive over the "cut price" situation. Almost all of the retailers are agreed that there is too much price cutting in Philadelphia on both cigars and tobaccos to be of benefit to the dealers and they hope for better days." The opening of additional stores by the United C. S. Co., is also being watched with interest by the trade.

HEYMANN FACTORY TO SOON OPEN.

Joseph C. Heymann, president of the Heymann & Co. factory, has returned from Cuba and is arranging to open the company's factory at 214 South Fifth street at an early date. It is the intention of the company to manufacture high grade cigars and Mr. Heymann will vigorously push the sale of them.

ADDITIONAL U. C. S. CO. STORES.

The fact that the United Cigar Stores Co. will open two new places of business on Eighth street, is not causing the cigar dealers of that thoroughfare any joy. One of the new United stores will be in the building between the Star and Forepaugh's theatres. This stand is unquestionably a desirable one and as Eighth street is noted for its large retail trade the United Cigar Stores Co. probably purposes opening the new store to catch a share of that trade. Workmen are now busy fixing up the store room, which, when done, it is promised, will be up-to date and handsome. The other Eighth street stand of the U. C. S. C., is near Locust street—another vicinity where there is a good retail trade. Another has been opened on Filbert street, near Broad. Dame Rumor has had it that the same company had opened an up-town store and several others, but until the stores are actually opened it is needless to place dependence in such stories. The Chestnut and Market street stores of the United people continue their really handsome window displays and also show a considerable number of "cut price" goods. The 'cut prices" have led many retailers in the vicinity of the United stores to follow suit or go them one better in the way of offering other inducements. If competition is the life of trade there must be considerable trade and considerable competition—but as to profits, that is probably another story.

SHARP TILL THIEVES.

Mrs. Charles Darrah, who has a cigar store at Sixteenth and York streets, complained to the police that she had been adroitly robbed last Thursday evening of a wallet, containing $30, by two men. One man, she said picked up a newspaper and walked away with it. His companion came along and asked for change for a $5 note. When he received it and noted where she put her wallet, he told her the other fellow had stolen a newspaper. She went out after him, and the man who had got the note changed slipped into the shop and stole the wallet.

EXPECTORATING MAY COME HIGH

Philadelphians who use tobacco and particularly those who chew the weed, will probably be interested in the news that Councils have passed and the Mayor has signed an anti-spitting ordinance, as follows:

"Whereas, In order to insure the public from the danger of contagious diseases arising from expectorations upon sidewalks, in public conveyances and other places in the city; therefore,

"Section 1. The Select and Common Councils of the City of Philadelphia do ordain, That from and after the passage of this ordinance expectorating upon the sidewalks of the city, on the floors and passageways of public buildings, on the floors of public conveyances, propelled by steam, electricity or otherwise; on the floors of theatres, railroad stations and other indoor places resorted to by the public, is declared to be a nuisance, prejudicial to the health of the city, and is prohibited.

"Section 2. Any person violating this ordinance shall be subject to a penalty of $1 to be recovered as debts of like amount are now by law recoverable, and it shall be the duty of the Department of Public Safety to cause this ordinance to be enforced."

Philadelphians must hereafter, if they expectorate at all, expectorate in the street, or in a handkerchief or be prepared to put up $3.50 for fine and costs for expectorating upon forbidden ground.

RECOVERS DAMAGES.

Wm. J. McCunney a cigar dealer at 1701 Washington avenue, received a verdict March 10 for $1,000 damages against the city of Philadelphia Mr. McCunney was injured by stepping in a depression of the sidewalk on Thirteenth street, near Ellsworth, and claims that his shoulder and left arm are probably permanently injured.

W LL BAND ITS CIGARS.

The Theobald & Oppenheimer Co. has decided to hereafter band three of its popular brands of cigars—La Loco, William Penn and Royal Lancers. This step is taken to protect both dealers and consumers. It is rumored the good qualities of the cigars tempted several unscrupulous persons to refill the half emptied boxes with inferior goods. Whether this was so or not the banding of the cigars will hereafter insure the consumer receiving the T. & O. product.

AN EFFECTIVE SHOW WINDOW.

The display window of F. Sontag, a wholesale and retail tobacconist on North Second street below Arch, is noticeable because of the unusually large showing of Southern plug and chewing tobaccos. The goods are attractively displayed and look fresh and clean—just the sort of display which has an inviting look. When one sees the fine tobaccos one rather yearns for some of it and it is just this effect that a good display window should endeavor to create. A tempting display window is valuable for the purchases it leads to. Cannon cigarettes are marked at the cut price of two cents per pack of ten by Mr. Sontag, and Chowder cut plug tobacco, which is made by a Philadelphia house, is also sold at two cents a package.

THE CIGARETTE MUST GO.

The movement to suppress cigarette smoking in Germantown by the Business Men's League is growing in strength. A number of halls have been engaged and prominent physicians will lecture on the evil effects of the habit. Principals of public schools have promised to suspend pupils caught smoking cigarettes.

A NEW BRAND INTRODUCED.

The Wells-Whitehead Tobacco Co., of Wilson, N. C., has successfully introduced one of its new brands of cigars to the Philadelphia trade. They are called the Carolina Brights. T. A. Brown, general manager of the company, and A. W. Voight, an employe, have been placing the brand on the market. They have been doing some hard work and are pleased at having met with success.

REVENUE FOR FEBRUARY.

The revenue collected on tobacco products in the First District of Pennsylvania for February, according to the report of Internal Revenue Collector McCoach, was as follows: Cigars at $3, $123,253.68; cigars at 54 cents, $1.08; cigarettes at $1.08, $4,109.67; cigarettes at 54 cents, $28.08; cigarettes at $3, $36; snuff at 6 cents, $21,928.20; tobacco at 6 cents, $6,640.64.

PENT BROS. BRANCH OUT

The Stag Cigar Co. is the name above the door of the new cigar store at 1231 Chestnut street. The proprietors are Pent Bros., manufacturers of the popular Tahomas. The new store is receiving its share of business and is attractively fitted up.

RIVER IMPROVEMENTS.

Importers and shippers of tobacco will learn with satisfaction of the efforts to be made to improve the Delaware river. The total appropriations for the improvement of the Delaware river from 1802 to 1900 were $3,572,948.71, and for the Schuylkill river $525,000. The appropriations for the Delaware Breakwater, begun in 1828 and completed in 1896, were $3,008,353.70, according to the digest prepared by John McClure, Secretary to Colonel Raymond, Chief Engineer of the Delaware river improvements.

EXTINGUISH THE FIRE.

More or less carelessness accompanies the use of cigars and pipes as is well shown by two reports of fires which took place in Philadelphia last week, to-wit:

Residence of Ashner McCully, 2143 North Sixteenth street; caused by lighted cigar being thrown into closet; loss trifling.

Dwelling of John Seaver, 3926 Olive street; started from lighted pipe in coat pocket; loss $25.

Twenty-five dollars is a high price to pay for a pipe smoke and the moral is apparent that it pays to put out the fire of pipes and cigars before laying them by.

NORTHWESTERN B. M. HOLD A MEETING.

A meeting of members of the Northwestern Business Men's Association, retail cigar dealers and candy and newsstand shopkeepers, was held Wednesday evening, March 11, at the Sons of Veteran's Hall, Montgomery avenue near Eleventh street. The meeting was under the auspices of F. B. Robertson, a member of the Organization Committee of the Philadelphia Retail Cigar and Tobacco Dealers' Association and was held for the purpose of discussing a number of questions of deep importance to the retail cigar, newspaper and candy dealers. Definite action was taken on one matter of importance and as soon as it is acted upon the developments will be noted in The Tobacco World. The meeting was a success in points of attendance and enthusiasm and it could easily be seen that the retailers present were determined to do all in their power to advance their business interests.

RESOLUTIONS OF THANKS.

Philadelphia, Pa., March 17, 1903.
Publishers of The Tobacco World,

Gentlemen—It gives me pleasure to notify you that at the annual meeting of the Philadelphia Leaf Dealers' Board of Trade, held in this city Tuesday, March 10, 1903, the following resolution of thanks was unanimously adopted:

Whereas, The Tobacco World, of Philadelphia, and The Tobacco Leaf, of New York, courteously printed without charge, the resolutions of respect and condolence passed by this Association upon the death of our late brother member, Mr. L. Bamberger, be it

Resolved, That this Association hereby expresses its deep appreciation of the kindness of the foregoing mentioned papers and herewith returns sincere thanks to the publishers of The Tobacco World and Tobacco Leaf for their courtesy and kindness in the matter.

Resolved, That the secretary be and he is hereby instructed to notify the publishers of the above named papers of the adoption by this Association of this Resolution of Thanks.

With best wishes, I am,

Very truly yours,

J. S. BATROFF,
Secretary P. L. D. Board of Trade

CLARKE CO. ELECTS NEW PRESIDENT.

W. H. Beard, who has been president of the E. Bradford Clarke Co., wholesale grocers, has retired from active business. A. R. Wight was elected to succeed Mr. Beard. H. Maconaghy has been chosen treasurer, and E. C. Shoemaker, secretary of the company, which has been in the grocery business in Philadelphia since 1823. It was formed by Simon Colton; and Matthias Baldwin, founder of the Baldwin Locomotive Works, became his partner early in its career. Mr. Baldwin was succeeded by E. Bradford Clarke, Mr. Colton's son-in-law, who continued as head of the firm until it was incorporated in 1887, with Mr. Clarke, as president.

Mr. Wight has been connected with the establishment since boyhood, having gone there as errand boy and rising

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana



CIGARS



Factory, Galiano 98,
Havana, Cuba.





This Factory Being Independent is Enabled to Guarantee the Quality of its Products.



NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

through all the grades to his present position as head of the corporation.

The company is known to the tobacco trade, having for years sold a large quantity of cigars, mostly in a wholesale way,

SMEAL'S AFTER ALL.

H. S. Smeal's "Armina" cigar factory, at Broad and Vine treets, which has been established about two years, continues busy and is credited with securing its share ot trade. The factory's leading brand is the After All, which is made in both five and ten cent grades and in a number of sizes. Mr. Smeal is vigorously pushing the sales of his factory's products and is meeting with deserved success.

OBITUARY.

The funeral of the late Mahlon K. Smith, president of the Smith, Kline & French Co., whole-ale druggists, took place Saturday last from his late residence 3801 Chestnut street. For some months Mr. Smith had suffered from kidney trouble which brought on a general breakdown. The death of his estimable wife three months ago, it is believed, hastened his end. The deceased was born in Salfo dville, Montgomery county Pa., seventy-two years ago and when sixteen years of age first seitled in Philadelphia. Smith, Kline & French Co. do a large business in high grade cigars and because of this fact Mr. Smith was quite well known to the tobacco trade.

John H. Edwards died March 7 at his late home onGreen street. Mr. Edwards was for many years engaged in the manufacture of cigars and was well known to the trade of Philadelphia. He leaves a son and daughter.

PHILADELPHIA LEAF MARKET

The aggregate of small sales in the leaf tobacco market during the past week has been large and as a result business has decidedly improved. Several dealers report business quiet but the majority of them say small sales have been numerous. The demand has been for old leaf—which is growing more and more scarce, and prices remain firm.

Nothing unusual has taken place in Havana and Sumatra tobacco sales, the volume of business having been about normal. It is evident that manufacturers are still buying in small quantities pending full information concerning 1902 crops.

During the week ending Saturday last there were no tobacco exports from the city—a fact of considerable interest, as it is the first week in a long time that such has been the case.

PHILADELPHIA LEAF MEN

Opposed to Cuban Reciprocity Treaty—At Yesterday's Adjourned Meeting They Adopted Resolutions—Delegates Elected.

An adjourned meeting of the Phi'ada. Leaf Tobacco Board of Trade was held yesterday afternoon at the rooms of the Harris Club on New street. The two matters of business prominently before the meeting were, as indicated in last week's Tobacco World, the considera-tion of the Cuban Treaty Bill, now before the United States Senate, and the election, by the Philadelphia Association, of delegates to the annual convention of the National Leaf Dealers' Association which will be held at Atlantic City on May 4, 1903.

At the annual meeting of the Philadelphia Association, held last week, the following efficient officers were unanimously re-elected: President, J. R. Young; Vice President George W. Bremer, J. ; Treasurer, Wm. H. Dohan; Secretary, J. S. Batroff. Board of Directors: George Burghard, Leopold Loeb, Harry - i schberg, Morris Rosenberg and Harry W. Bremer.

At the same meeting Secretary Batroff was instructed to ask the National Cigar Leaf Tobacco Association what position it had taken - in favor of or in opposition to the Cuban Treaty Bill. At yesterday's meeting, Secretary Batroff said he had written for the desired information to Secretary Charles Fox of the National Association and had received in reply a letter the substance of which follows:

"The efforts of our Association have been exerted toward preventing the adoption of the proposed Reciprocity Treaty in its present form and to secure an amendment to provide for no reduction in duty on cigars from Cuba, and also to provide for a uniform rate on leaf tobacco from Cuba; this action being in harmony with the views of our trade as expressed at the last annual convention of our Association.

"All of our arguments have dwelt principally upon the injury to the domestic cigar manufacturing industry that the proposed 20 per cent. reduction in duty on cigars from Cuba would inflict, and in this we have had the able assistance of several ci.ar manufacturers' associations, as well as that of many individual associations."

Discussion upon the Cuban Reciprocity Treaty was at once in order. F. Eckerson opened the "talk" by introducing a resolution to the effect that the combined leaf men of Philadelphia are opposed to the Cuban Reciprocity Treaty in its present form; that they favor a reduction in the tax imported on Cuban leaf tobaccos to 25 or 30 cents per pound, and a correlative reduction on manufactured cigars of ten per cent.

M. Rosenberg objected to taking any action as an association; he thought the leaf dealers should oppose the Cuban Treaty as individuals and as firms. "There's nothing in my resolution to incriminate anybody," protested Mr. Eckerson. Mr. Rosenberg moved to table the resolution but later withdraw the motion

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

LEAF TOBACCO business, wholesale and retail, conducted successfully for fifteen years in the Bronx, New York, unencumbered, established trade, large and well-assorted stock, must be sold quickly, owing to the death of former owner. Suitable premises; low rent. Address W. C. Wulp, 116 Broad St, New York. 3-11-2t

FOR SALE—Universal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15 Sent on approval. WINGET MACHINE CO York, Pa, U S A. 2-25-3m

GENTLEMAN with good address and leaf tobacco experience desires a position with reliable Leaf Tobacco House, to represent them in York and Lancaster counties At reference. Box 61, care of The Tobacco World, Phila. 2-25-4t

WANTED—An experienced leaf salesman to cover the State of Pennsylvania for an importing house, one who is familiar with the trade. Good references required. Address Box 60, care of The Tobacco World. tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa 3-8-tf

SALESMAN Wanted by a Philadelphia Leaf House, for city trade. Must have experience and good reference. Address DEALER, Box 59, care of The Tobacco World, Phila. 3-18-1

FOR SALE—Fifty (50) J R Williams Red Suction Tables, in good condition, will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia 2-18

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION OF $142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)

"FONTELLA"
"RENOWN"
"SALVA FUMA"
"SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"

"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"

"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,:95,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,-58	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.
Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.



E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR
EVERY DAY
Chief Rabban *Lady Mar*
Wyoming Elk *Ortho*
La Caribbean *Nickname*
Quality Counts in the product of
The Penn Cigar Co., Reading, Pa.

John H. Witter,
Manufacturer of *Newmanstown, Pa.*
FINE HAVANA HAND MADE
CIGARS
Lord Gloster--10c.--Henry W. Sage
Dundreary, 5-cent

WM. H. REDCAY
READING, PA.
MAKER OF
HIGH GRADE HAND MADE **Havana Cigars**
UNION MADE.
Famous Brands:
RINGOLD and FUDGE, 5c.
KEY WEST HAVANA, 10c.
Write for Prices. Jobbing Trade Solicited.

and then Mr. Eckerson vigorously advocated the adoption of his resolution. L. Loeb also favored it. "If we wire Senator Cullom that we want no reduction on cigars and do on leaf he will think we are selfish," commented Mr. Loeb.

Calling Vice President Bremer to the chair, President Young took the floor and in a mild, fatherly way sought to calm the good-natured but warm debators. He described in detail the status of the Cuban Reciprocity Treaty and said that in all likelihood the Treaty would be confirmed in its present form, with an amendment that it be sent also for confirmation to the House of Representatives, where a fight against its adoption in its present form could be made.

Mr. Young then moved to amend Mr. Eckerson's resolution by virtually substituting another resolution with its preamble. This was amended by L. Loeb and in its amended shape, after considerable debate was unanimously adopted. The preamble and resolution follows:

Whereas, The Reciprocity Treaty with Cuba now before the Senate of the United States, provides for a reduction of 20 per cent. from the present rate of duty on Leaf Tobacco and Cigars imported into the United States from Cuba, and

Whereas, Recognizing the great injustice which will be done the Cigar Manufacturers and Leaf Tobacco dealers of the United States should this treaty be confirmed by the Senate, it is

Resolved, That the Philadelphia Leaf Tobacco Board of Trade in meeting assembled do most earnestly protest against the confirmation of the Treaty in its present form as being inimical to the interests of every member of our organization, and further resolved that we recommend the adoption of an amendment to the Reciprocity Treaty, providing for a uniform rate of duty of 30 cents per pound on all tobacco imported from Cuba and no reduction of duty on cigars.

Resolved, That a copy of these resolutions be sent to every member of the Senate of the United States, and they be respectively requested to vote against the confirmation of said Treaty unless so amended.

Chairman F. Eckerson, of the Membership Committe, reported that every leaf dealer in Philadelphia is now a member of the Philadelphia Leaf Tobacco Board of Trade. The committee, in soliciting new members had been cordially received by the leaf dealers, and as chairman, he was pleased to compliment the Association upon its growth and progress The report was accepted and the committee given a vote of thanks for its work.

The nomination and election of delegates to the Annual Convention of the National Cigar Leaf Tobacco Association, which will be held May 4th, at Atlantic City, resulted as follows:

Nominations.—F. Eckerson, J. W. Wartman, J. W. Newman, M. Rosenberg, L. Loeb, M. P. Kimmig, K. Straus, and O. Boehm.

The Vote.—Eckerson, 14; Wartman, 7; Newman, 11; Rosenberg, 10; Loeb, 14; Kimmig, 6; Straus, 8; Boehm, 10.

Delegates Elected.—Messrs. Eckerson, Newman, Rosenberg, Loeb, and Boehm.

The resolution of thanks passed to The Tobacco World and Tobacco Leaf, for printing without charge resolutions of respect on the death of L. Bamberger, as passed a week ago, was read by the Secretary and approved.

F. Eckerson moved that a charter be secured for the Leaf Dealers' Association.

"What for?" queried Mr. Boehm.

"Well, for one reason, so that we can collect our dues," answered Mr. Eckerson, whereupon a smile passed over the members' faces. The motion was lost and, after a busy two hours' session, the meeting adjourned.

MOSTLY PERSONAL.

Sol Loeb, of the Loeb-Swartz Co. and W. W. Stewart, of Stewart, Newburger & Co. are in Havana.

Morris D. Theobald, formerly with the Theobald & Oppenheimer Co., is reported to be very ill with a severe attack of the grip.

Arthur Hagen & Co. have taken into their employ A. M. Griffin, L. P. Hardweeg and Philip P. Fritz, formerly with the Harry Weissinger Tobacco Co.

Herman Rosenberg is visiting the Canadian leaf trade and will be away two or three weeks.

W. E. Dotts, of Dotts & Keely, is on a rugular trip to up-Pennsylvania State customers.

John Kolb, of the Theobald & Oppenheimer Co. sailed for Holland Mar. 10th,

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.



E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in **LEAF TOBACCO**
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

L. E. Ryder,

Wholesale Manufacturer of

Cigars

Lancaster, Pa.

The Best Possible Goods for the Least Possible Money.

Shipping Station, East Earl.

H. L. WEAVER. E. E. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.



Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

A. W. ZUG

High-Grade Cigars

EAST PETERSBURG, PA.



Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses. Please place yourself in correspondence with us

WE WILL SAVE YOU MONEY



R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana **Cigars**

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.

WE CAN SAVE YOU MONEY
When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Books.
Etc

THE STERNBERG MFG CO.

Ask for Our Catalogue No. 5
IT ILLUSTRATES 1500 of the LATEST AND UP-TO-DATE CIGAR MOLD SHAPES
AND A COMPLETE LINE OF CIGAR MAKERS' SUPPLIES

Main Office and Works, 1702--1712 West Locust Street, DAVENPORT, IA., U. S. A.

BUSY FACTORIES AT FRISCO.

General Tone of Trade Has Improved—Business Changes and Personals in San Francisco and Vicinity.

San Francisco, Cal., March 10, 1903.

The greatest activity of the present time seems to be among the local cigar factories. Additional cigarmakers are being employed and business is on the increase. A large part of the business is being done by mail orders throughout the interior of the state.

With the leaf dealers, business has been quiet during the last week, but it is only temporary and promises to pick up again soon. The wholesalers and jobbers are doing a steady business and are offering a large number of deals. Retailers have passed the stage of complaining which had been noticeable during the cold weather and are now fairly busy.

J. Loisseo, assistant manager of the Esberg-Gunst Company, of Portland, Oregon, has returned home after visiting the retail stores of M. A. Gunst & Co. in this city.

A. W. Hexter is now proprietor of the Boquet Stand at 634 Market street. He will fit the place up in modern style and put his choice location to good use.

G. O. Harpe, representing Trujillo & Co., of N. Y., has been doing a big business while in San Francisco and has placed a number of new accounts. He will start soon for Los Angeles going to Denver from there and will return by the Northwest.

A. Drossmer, who has charge of M. Blaskower's stand now has one of the coziest corners in town, since his stand has been entirely remodeled and refitted, Mr. Drossmer has been on this corner for thirteen years and has no desire to make a move.

S. Bachman & Co., wholesalers on Market street, are exhibiting a show window full of prizes including bicycles, ping-pong sets, etc., which are offered for bands of one of their leading cigars. Arthur Bachman is very confident over the future success of the new lines of clear Havana and seed and Havana cigars which they are introducing.

R. E. Starr, of Boltz, Clymer & Co., wholesalers and retailers on Market street, has gone on a short trip to San Jose.

A. Stuart, representing Gustav A. Moebs & Co., of Detroit, Mich., has been in San Francisco during the last week.

Oscar Figel, cigar importer on Front street, has a new brand on the market, the Imperia, seed and Havana goods.

H. Herzog, traveling man for the house will start on a trip through the interior, next week.

The Pacific Coast Co-operative Cigar Manufacturing Company added two new cigarmakers last week and if business continues to increase they will add more men next week.

The Lichtenstein-Cerruti Company, importers of cigars, have secured the Unionist for a leader and are expecting daily the arrival of the goods. They have already sold a large amount of these cigars and by their starting a deal of 100 free with every one thousand at $35 per M., expect to do a rushing business.

S. Graf, representing the J. A. Drinkhouse Company, has returned from a trip in the flourishing region of the north and will start south next week.

J. F. Lenaghan is in a pleasant frame of mind on account of the way in which his Puritan and Shakespeare tobaccos are taking. He is working them hard.

A. T. Philipps, representing Jno. J. Bagley & Co., of Detroit, Mich., has gone on a short trip to Stockton and vicinity.

James E. Jeffries has opened a cigar and tobacco business at Vancouver, B. C.

J. A. Hamilton, who has conducted a retail cigar and tobacco store at Dinuba, Cal., for the past year has sold out to J. Cowan, and has moved to a ranch near Fowler.

Oroville, Cal, is to have a cigar factory. A cigarmaker from San Francisco has secured quarters in the Green block in that town, and will establish a factory.

The cigar stand in front of the Colonade bar and restaurant, of San Francisco, is having the exterior repainted and will be given a general renovating.

Mr. Lane, of Lane & Connelly, cigar manufacturers, says that they are enjoying a rush of business that is unusual for this time of the year.

TOBACCO A GROWING KING.

Official government statistics show that the importation of tobacco by dealers and manufacturers in the United States has remarkably increased. In the seven months ending with January, 1889, 6,000,000 pounds were imported. During the seven months ending with January, 1903, 18,000,000 pounds were imported. All this on top of an increased growth at home and an enlarged export business.

THE BLUE LABEL IN NEW ENGLAND.

It is reported on excellent authority that the Cigarmakers' Unions of New England will hereafter refuse to permit manufacturers operating union shops to use the blue label on all cigars selling at less than $25 a thousand.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH

MANUFACTURER OF FINE CIGARS

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,

Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.



3-I-C Specials
3 for 5 cents
PHARES W. FRY,
To Jobbers only. Lancaster, Pa.



A sure cure for Dry Cigars and Tobacco.

A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 5 feet) to hang above the retail stock.

No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities.

No. 2 for tobacco pails. No. 4, Pans 14x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x8x1½ for each wall case shelf; 8x8x8½ for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

USE OUTDOOR DISPLAY
We Furnish Estimates To Advertise Anywhere
PAINT OR POSTER
Sketches and Designs FREE
The BILLPOSTING SIGN CO.
814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's No. 6 Tobacco Cipher
Hopkinsville, Ky

Annual Meeting and Statements of the Consolidated, American and Continental Tobacco Companies.

The following are the financial reports submitted at the meeting of the companies held on the 11th instant, at Jersey City, N. J.:

Consolidated Tobacco Company.

The Treasurer submitted the following as the first annual statement issued o the financial condition of the company, covering the operations for the year 1902

The net earnings of the year, after deducting all charges and expenses for management, etc., are	$13,291,459.97
Deduct 4 per cent. interest on bonds	6,376,254.33
Net	$6,915,205.64
Surplus, Dec. 31, 1901	35,009.94
Total	$6,950,215.58
Deduct 20 per cent. dividend on capital stock	6,000,000.00
Leaving surplus, Dec. 31, 1902, after charging off all internal revenue and other taxes and expenses of incorporating and organizing the company,	$950,215.58

The above statement does not include this company's share, amounting to over $13,718,000.00 of the surplus as of Dec. 31, 1902, on the books of the American Tobacco Co. and Continental Tobacco Co., of which amount over $2 818,000.00 is this company's share of the undivided net earnings of the companies named for the year 1902. The balance sheet is herewith submitted.

J. M. W. HICKS, Assist. Treasurer.

FINANCIAL STATEMENT.—Dec. 31, 1902.

Assets.		
Stocks and Bonds: Common stock of the American Tobacco Co. and Continental Tobacco Co. deposited with Morton Trust Co. to secure bonds of this company,	$156,593,400.00	
Other stocks and bonds	19,669,536.65	
Total	$176,262,936.65	
Cash	3,792,803.48	
Bills and accounts receivable	16,526,125.51	
Office furniture	51.45	
Total Assets		$196,581,917.09
Liabilities.		
Capital stock	$30,000,000.00	
Bonds	156,593,400.00	
Accrued interest on bonds	2,609,890.00	
Accounts payable	428,411.51	
Provision for dividend of 20 per cent. on capital stock, payable Jan. 20, 1903	6,000,000.00	
Total Liabilities		$195,631,701.51
Surplus		950,215.58
Amount Dec. 31, 1901, $35,009.94; Added in 1902, $915,205.64		$950,215.58



G. A. KOHLER & CO.
WHOLESALE MANUFACTURERS OF
CIGARS
Factories, York and Yoe, Pa.
Leading Manufacturers in the East
Five Cent Goods Unequaled for the Money
Daily Capacity, 100,000 to 125 000.





Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: { York Nick, Boston Beauties, Oak Mountain, Porto Rico Wave
Capacity, $5,000 per day.
Prompt Shipments guaranteed.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for Wholesale and Jobbing Trades
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.





B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871.
DALLASTOWN, PA.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

American Tobacco Company.

The Treasurer's Report to the Stockholders of the American Tobacco Company of New Jersey.—Jersey City, N. J., Mar. 11, 1903.

The Treasurer respectfully submits a report of the financial condition of your company for the year ending Dec. 31, 1902.

There has been no change in the capital stock during the year, the total amount now outstanding being $54,500,000 common stock and $14,000,000 preferred stock. The dividend scrip amounting to $3,014,490 was paid off in cash at maturity, May 1, 1902. The net earnings of the year, after deducting all charges and expenses for management, etc., are $7,450,574.65

Deduct		
8 per ct. dividends on pref. stock for the year 1902,	$1,120,000.00	
6 per ct. interest on scrip (issue May 1, 1896) for four months to maturity, May 1, 1902	60,283.40	$1,180,283.40
Net, applicable to surplus account		$6,270,291.25
Surplus as per statement Dec. 31, 1901		6,384,317.56
Total		$12,654,608.81
Deduct 10 per cent. dividend on common stock		5,450,000.00
Surplus Dec. 31, 1902		$7,204,608.81

The balance sheet is herewith submitted. B. N. DUKE, Treasurer.

FINANCIAL STATEMENT.—Dec. 31, 1902.

Assets.

Real estate, machinery, fixtures, etc.	$5,237,110.26	
Leaf tobacco, manuf. stock, operating supplies, etc.	13,405,903.51	
Stocks in foreign companies	13,373,562.98	
Stocks in other companies	15,197,989.91	
Cash	1,898,724.75	
Bills and accounts receivable	13,650,302.90	
Patents, trade marks, good will, etc.	25,670,742.88	
Total Assets		$88,434,337.19

Liabilities.

Capital Stock—Common	$54,500,000.00		
Preferred	14,000,000.00	$68,500,000.00	
Provision for regular quarterly dividend on preferred stock, payable Feb. 2, 1903	$280,000.00		
Provision for dividend of 2½ per cent. on common stock, payable Feb. 2, 1903	1,362,500.00		
	$1,642,500.00		
Accounts and bills payable	10,403,737.81		
Advertising fund	683,490.57	12,729,728.38	
Total Liabilities			$81,229,728.38
Surplus			$7,204,608.81
As per statement Dec. 31, 1901		$6,384,317.56	
Added in 1902		820,291.25	$7,204,608.81

Continental Tobacco Company.

The Treasurer's Report to the Stockholders of the Continental Tobacco Co.: Jersey City, March 11, 1903.

The Treasurer respectfully submits a report of the financial condition of your company for the year ending Dec. 31, 1902.

There has been no change in either the capital stock or 7 per cent. gold debenture bonds during the year, the total amount now outstanding being $48,844,600 preferred stock, $48,846,100 common stock, and $1,581,100 7 per cent. gold debentures, maturing April 1, 1905.

The net earnings of the year, after deducting all charges and expenses for management, are		$11,776,934.22
Deduct 7 per cent. dividends on preferred stock		3,419,122.00
Net, applicable to surplus account		$8,357,812.22
Surplus as per statement Dec. 31, 1901		4,589,627.03
Total		$12,947,439.25
Deduct 13 per cent. dividends on common stock		6,349,993.00
Surplus Dec. 31, 1902		$6,597,446.25

The balance sheet is herewith submitted. H. D. KINGSBURY, Treasurer.

FINANCIAL STATEMENT.—Dec. 31, 1902.

Assets.

Real estate, machinery, fixtures, trade marks, patents, good will, etc.	$76,373,058.42	
Leaf, manufactured stock, operating supplies, etc.	8,722,731.51	
Stock in other companies	22,248,127.64	
Cash	2,955,999.86	
Bills and accounts receivable	9,520,524.95	
Total Assets		$119,820,442.98

Liabilities.

Capital stock—Preferred			$48,844,600
Common			48,846,100
7 per cent. gold debenture bonds, due April 1, 1905			1,581,100
Provision for dividend, preferred stock, payable Jan. 2, 1903	$854,780.50		
Provision for dividend, common stock, payable Jan. 2, 1903	2,686,535.50		
Accrued interest on 7 per cent. debentures to Dec. 31, 1902	27,669.25	3,568,985.25	

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

Fine OHIO TOBACCO

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. JOHNS,

Office:---McSherrystown, Adams Co., Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE. 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, MGR.



Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.



Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

"WAIT A MINUTE!"
DON'T BE A CROAKER or a Pessamist. That day is past, and your neighbor will leave you to beat out your fate on your self imposed walls of relentless gloom, and make you say business is dead—unless you
Sell Our Union-Made Goods.
Taylor Bros. Tobacco Co.
Independent Tobacco Makers
Reading, Pa.
UNION FACTORY

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Accrued commissions	1,033,378.53	
Advertising fund	2,366,943.93	
Bills and accounts payable	6,981,888.42	
Total Liabilities		$113,222,996.13
Surplus		$6,567,446.25
As per statement Dec. 31. 1901	$4,589,627.03	
Added in 1902	2 007,819.22	$6,597,446.25

LEAF TOBACCO MARKETS

BALDWINSVILLE, N. Y.

The activity in the market has continued during the past few days and a number of purchases have been made. M. Tobin is still riding and has made purchases for his firm, M. Rosenthal & Co., of Lancaster, at prices ranging from 3 to 6 cents in the bundle. J. R. Reynolds, of Farnham & Reynolds, of Corning, has been riding and is reported as having bought a considerable amount, paying from 3 to 7 cents in the bundle. J. Wallace Lee is still buying for Gieske & Niemann, of Baltimore. A. Heinke, the local representative of Charles R. Goldsmith & Co., has been in the market and is handling his purchases at the firm's warehouse on Gaston street. Mr. Heinke expects to go to Ohio Monday, where he will make purchases of Little Dutch and Zimmer Spanish, which will be brought here for handling.—Gazette.

EDGERTON, WIS.

A quiet, steady hunting of the unsold portions of both the old and new tobacco remaining in country hands is still being prosecuted as the weather and roads will permit. As spring approaches the holders of bundle leaf seem willing to grant some concessions in price rather than sort their crops, which a few buyers are taking advantage of.

C. H. Tallard purchased 150cs of 1900 of Mrs. J. D. Devol, of Stoughton, and H. W. Child 140cs '01 of John Evans.

The movement from country hands to receiving points has been greatly handicapped by the almost impassable condition of the country roads, though packers have ample stocks of bundle leaf to keep the warehouses running at full capacity.

The effort to "black eye" the new Wisconsin crop in the eastern markets, through the reports of black rot circulated by an eastern journal, is causing no uneasiness at present among the local packers. It is much too early yet to launch such a scare.

Shipments, 750 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The stock of old left after sales this week is quite small. Some visiting buyers made a raid and bought nearly all that was sampled at full prices—Lugs, 5¼ to 6½c; Leaf, Common, 6½ to 7c; Medium, 7 to 8c; Good, 8 to 9½c. There are a few hogsheads left that will be sampled the coming week. The breaks of new are small and of common grades of Lugs and Leaf.

QUOTATIONS.

Lugs Low—4 to 4¼ Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 6c.

Leaf Low—5¼ to 6c; Com., 6 to 6¾c; Med, 6¾ to 7½c; Good, 7½ to 8½c.

The Lug output of crop is nearly all contracted for direct with factories, and in many instances the whole of the factory output is sold. This will not appear on breaks. The loose piles on floor are the largest of the season, about 250,000 pounds at full prices. Lugs 4 to 5¼c. Leaf, 5 to 8¾c. It is estimated that not over 10 per cent. of the crop is left in planters' hands. But little plant land sown; too wet ground, full of water.

Receipts for the week, 485; year, 3,810; sales for the week, 78; year, 517; offerings. 18; rejections, 3.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 759 hhds; offerings on the breaks were 101 hhds; sales 109 hhds.

The public offerings still show principally the lower grades of leaf, for which the demands are more general and more active.

Lugs appear in small percentage although the demands are strong at full prices.

The rains have continued but have slackened off and the water courses have fallen. The roads are in very bad condition but will soon improve under dry weather, which will enlarge our receipts. Dry weather is much needed for the preparation of the plant-beds.

QUOTATIONS:

Low Lugs	$4.25 to $4.50
Common Lugs	4 75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5 75 to 6.25
Low Leaf	5 25 to 6.50
Common Leaf	6.75 to 7.25
Medium Leaf	7.50 to 8 50
Good Leaf	9 00 to 10 00
Fine Leaf	10.50 to 12.50

PATENTS RELATING to TOBACCO, Etc.

722,282 Cigarmaker's knife, Oscar L. Buehler, Detroit, Mich.

722,405 Smoking pipe, Beshara Ginim, New York city.

722,383 Mouthpiece for cigars or cigarettes, Josef and L. Przedecki, Breslau, Germany.

722,331 Match machine, Edgar B. Stocking, Washington, D. C.

722,543 Tobacco pipe, Arthur W. Thornton, McKeesport, Pa.

722,343 Tobacco pipe, Henry M. Willis, East Williston, N. Y.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

CIGAR MOLDS
We offer you the Best Vertical Top Cigar Molds at lowest price.
Full line of Cigarmakers' Supplies.
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country.
Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

FRANK RUSCHER. FRED SCHNAIBEL
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.



Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

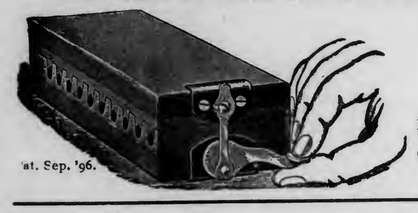
Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND

CIGAR MOLD ATTACHMENT or Shaper Press



Patented Sept. 1896.



at. Sep. '96.

Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

SEND FOR CATALOGUE

Williamsport Mirror & Glass Company

SUCCESSORS TO THE

PITTSBURG MIRROR & MFG. CO.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	6 inch	7 inch	8 inch	9 inch
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We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Business Changes, Fires, Etc.

California.

Los Angeles. J. M. Havin, cigar manufacturer, succeeded by Cushin & Rice.

Oxnard.—Wm. H. Hoffman, cigars, admits L. F. Roussey.

Stockton. Benjamin Davis, cigars, etc., petition in bankruptcy.

Idaho.

Keithsburg Crapnell Bros., cigars, succeeded by Floyd Crapnell.

Indiana.

Anderson. M. A. Aronstein, cigars, sold out.

Indianapolis. Samuel S. Murbarger, retail cigars, suit, $100.

Iowa.

Burlington. J. H. Hunger, cigars, succeeded by E. H. Hunger.

Massachusetts.

Boston. Paul K. Olufson, cigars, etc., chattel mtge., $1.——David Wiseman, tobacco and cigars, chattel mortgage $300, discharged.——Betsey Nuttall, cigars and tobacco, attached.

South Hadley Falls. Paul Vitoe, cigars, etc., burned out.

Nebraska.

Norfolk. Albert Wilde, cigar manufacturer, damaged by fire.

New York.

Granville. W. J. DeWolfe, tobacco, etc., sold out.

Ohio.

Cincinnati. C. O. Bryson, retail cigars, out of business.

Columbus. James Graney, cigars, petition in bankruptcy.

Dayton. Peter Theobald, of P. Theobald & Son, cigar manufacturers, dead.

Leipsic. L. F. Winkler, cigar manufacturer, canceled real estate mtge. $600.

Pennsylvania.

Allegheny. Leonard Wagner, tobacco, real estate mtge., $4,000.

Girard. T. F. Switzer, cigars, etc., judgment, $148.

Scranton. F. Armengol, cigar manufacturer, judgment $1,000.

Washington.

Spokane. J. Mollo, cigars, tobacco, etc., chattel mortgage, $1,265.

West Virginia.

Gauley Bridge. Imperial Cigar Factory (not inc.) closing out.

Wisconsin.

Oshkosh. Paul Rehbein, cigars, etc., deed, $1.

Racine. Bullock & Peat, cigars, etc., succeeded by Wm. J. Hay.

—When George Ade visited Sultan Ki Ram on the island of Sulu in search o material for one of his operas, he found that potentate surrounded by his wives, all of whom were smoking Filipino cigarettes. During the interview Ki-ram asked his visitor if American ladies smoked. "The ladies do," Mr. Ade replied, "but the women don't."—N. Y. Times.

Phones: { Keystone, 67-70 Main. Bell, 62-39 A

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Turkish Cigarettes

Manufactured by

M. KAUFMAN & CO.

Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail

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Traveler–Cork Tips. **Planet**–Gold Tips
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Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

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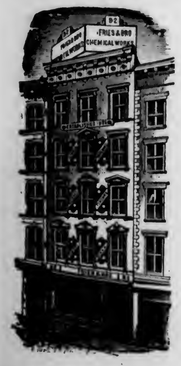
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Spanish Betuns,

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Cigar & Tobacco Flavors;

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Guaranteed to be the Strongest, Cheapest, and Best

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The Best of Advertising Goods

BECAUSE THEY ARE

MOST DURABLE, ATTRACTIVE and ECONOMICAL.

We make an **Unusually Large Line of Both**, at **Prices So Low** that they **Cannot Be Duplicated** anywhere else.

When it comes to New Ideas, We are just full of them.

Samples and prices cheerfully sent those who really mean to buy.



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A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
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114 N. 7th St. Gumpert Bros.
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IF YOU WANT TO
FIGHT THE TRUST
Try Lipschutz's "44" Five Cent Cigar
It is made here in Philadelphia, by Experienced Union Men.
It is made in Six different sizes.
You will be sure to Gain New Customers and Retain Old Ones.
By Postal or either 'Phone Our own delivery wagon will call on you.
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Pent's
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FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS



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PHILADELPHIA, MARCH 25, 1903.
ONE DOLLAR PER ANNUM. Single Copies, Five Cents.



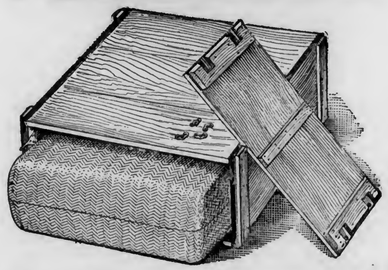
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Nes corner Kuipersteeg,

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THE TOBACCO WORLD

DESIRABLE CIGAR JOBBING CONNECTIONS.

By a cigar salesman, who refuses to permit the publication of his name.

I admit at the outset that the big jobbers, I mean the very big fellows, are very desirable, but my house happens to be one of those steady-paced, conservative concerns which doesn't believe in spending a thousand dollars to get a five case order, and that's what making a first sale to one of the very big jobbing houses nowadays means. Unless a manufacturer catering to one of the very big houses is prepared to start off in this lavish way and to keep up the pace afterward he had better keep to a narrower path as my house is doing, and doing satisfactorily at least so far as I am concerned. When the "old man" called me into his private office to give me his instructions before sending me out on my first trip he said to me: "You go after the small jobbers. Let the big fellows alone. The small jobber is good enough for me. He's the chap that has to work to sell his cigars and even if he hasn't any rating in Bradstreet's or Dun's I'll fill his orders so long as you are able to certify that he's attending to business."

Well, I've done exactly what the boss told me to do and I've got a good steady paying job with bright prospects before me. My customers are doing well, too. Every one of them is doing better than he did two years ago or one year ago, and not a single man Jack of them all is losing an hour of sleep on account of the competition of the great corporations. I think the best way to size it all up is to say that each is minding his own business and letting the other fellow mind his, which is after all a mighty good rule.

Every time I come home to New York on a visit to my house I hear a vast deal about the trust and the trust stores, but really, outside of New York, one doesn't hear much of this sort of talk. I think the New Yorkers are very much like the Parisians, nothing interests them so much as themselves, but then there is this difference between Paris and New York—Paris is France, but New York is not the United States, by a long shot. According to the talk one hears in New York the trust is making anywhere from one-fifteenth to one-eighth of all the cigars now being manufactured in the United States yearly. If it's one-fifteenth the competing manufacturers are making the other fourteen fifteenths, and if it's one-eighth the competing manufacturers are making the other seven-eighths. In either case, the trust is getting a whole lot of free advertising from the people who jointly are making a great many more cigars than it makes. It seems to me that in this instance, as in so many others, the majority is being terrorized by the minority. I wonder the majority doesn't adopt tactics to throw a scare into the minority. Anyhow I'm one of the unterrified. So long as my house and my customers are satisfied with me I shall go right along selling cigars and enjoying life in a modest quiet way.

And this is the only time I'll ever talk about the trust to anybody. R. O.

Various Southwestern Points.

Memphis, Tenn., March 14.

The jobbers, wholesalers and tobacconists in this portion of the Southwest are expressing themselves as pleased with the outlook for spring trade. Business with each of the three classes has been good and the demand for fine grade cigars, dark Havanas seems to be on the increase here in Greater Memphis. The last ten days the Mississippi river has been on a glorious tear, and the people in the Mississippi Valley during that time have been doing nothing but drink whisky and talking water. The local papers are running boat and skiff ads; the levee contractors are at work day and night from Cairo, Ill., and Caruthersville, Mo., to New Orleans. The colored folk say the moon has simply been 'ruint, and as the flood has been on since that body has been in its present form that may have something to do with it. Though the general opinion of the lowlanders is that the too much water is a retributive measure for the prohibition legislature at Nashville that has run old Lincoln County and Bourbon out of every town in the State with less than 5000 inhabitants, and is now working on jug and anti-screen measures.

The Jockey Club of Memphis announces the race meet to begin March 30, and this means, as usual, a good business for the Memphis tobacco houses.

Sol Coleman has returned from a recent trip to Atlanta, Ga., and his men are doing some stunts in rural West Tennessee advertising the Rosa Concha cigar with an excellent large picture of Coleman thrown in.

I. Samelson has returned from a trip to New York city and says there is positively nothing in the rumor that his store has been acquired by the trust.

The last few days business has been a bit slack here simply from weather conditions. April, it is thought, will move trade up several notches, as general prospects were never better.

Reports come here saying that the tobacco crop in middle Tennessee, particularly about Clarksville, has been much damaged by wet weather, and that perhaps there will be a shortage in "raw material" at the glad old harvest time.

William Amend, a popular local manufacturer, has been named for a place on the Manufacturers' Committee of the Merchants' Exchange, a leading commercial body of the city.

J. T. Anderson Company's tobacco plant at Gallatin, Tenn., has begun business, though the building is not quite completed.

Sig. C. Mayer, of Morris D. Neumann & Co., Philadelphia, was recently a visitor in the Memphis market.

Mr. O'Donnell, Southern representative for the American Tobacco Company, was here recently.

Sandefur—Julian Company, of Little Rock, Ark., report trade lively in the Arkansas territory. This house, the most prominent in cigar lines in the City of Roses, was founded twenty-eight years ago by B. Levinson. In 1886 J. B. Sandefur, previously in the drug business, entered the employ of the owner. Mr. Sandefur remained with the old firm six years, when a new organization, the Levinson-Friedheim Company was incorporated, and of which he became secretary and treasurer. In December, 1895, Mr. Sandefur purchased the entire interests of the other stockholders, and in January, 1896, the present organization was incorporated. J. B. Sandefur is president; H. H. Julian is vice president, and George Muswick, secretary. Than the company's personnel there is none more popular in the Southwest.

TRUE TOBACCO ROMANCES.

XIII.—The Very Best He Could Do.

The members of the Old Settlers' Club are all past masters of the gentle art of managing easy settlements with their creditors. That's how the club gets its name. The Old Settlers enjoy life. Everything they own is in the name of their respective wives—excepting their religion. What the Old Settlers don't know about the ways of a wicked and puzzling world is not known to anybody. They are cynical because they believe in nothing and nobody and least of all in themselves, and they are blase because they are rich and because they have seen everything, heard everything, and done everything and everybody.

The club is very exclusive. Only those who have done something really worth while are eligible to membership. The president is a gentleman who has one million dollars—in his wife's name. The vice-president's wife has only five hundred thousand dollars.

There is no secretary because things written are so very dangerous, and no treasurer because ladies are not eligible and their husbands have nothing—in their own name. The chief qualification for membership is that the candidate shall have gone through the creditors' meeting ordeal at least three times, for otherwise he has not a sufficient fund of anedote and experience to make association with him either desirable or congenial. The Old Settlers are forever exchanging notes (not promissary or negotiable) and getting points from one another. The candidate for membership in the Old Settlers Club must show steady progress. Thus, if his record shows that he failed the first time for $25,000 and got a settlement at 30 cents on the dollar, it must show that the second time he did at least twice as well, and twice as well as that again the third time and so on. This is the surest way of keeping paupers out of the club.

Now, Leviticus Lancelet, who has plenty of money—in his wife's name, and who has been through the mill four times already, and who had long been anxious to join the club is going around complaining loudly that he can't get in.

"I failed the first time for $30,000 and settled at 10 cents," he tells his friends. "I failed the second time for $60,000 and settled at 7 cents. I failed the third time for $120,000 and got off scot free, because one of my friends wouldn't accept what I offered. This last time I failed for only $30,000, it is true, but the tobacco business in Nacre street is slow just now and $30,000 was really the very best I could do."

But Leviticus has got his settlement in that little $30,000 matter and he has promised the membership committee of the Old Settlers' Club that he'll be eligible all right after his next failure.

THE FIRST INSCRIPTION.

The first inscription sale of Sumatra tobacco, of the season of 1903, took place at Amsterdam on March 18. Altogether 16 578 bales of Sumatra were sold, about 3,000 bales of which are for the United States market.

E. Rosenwald & Bro. received selections from the Amst. Deli Co. A, Deli My. N O, and Franco Deli C.

A. Cohn & Co. purchased the entire parcel, 1,110 bales of Deli My. A—about 500 bales being for this market; 131 bales Deli My. C, 70 bales K F H, 103 bales S M Sumatra, and 145 bales J H Deli—in all about 1,000 bales for America.

Leonard Friedman & Co. purchased 400 bales of Amst. Deli Co. V and W and V S Deli Lankat.

Hinsdale Smith & Co. bought 400 bales of Deli My. C, Deli My. Deli Toew, Deli Ba My. T L and S & R Deli.

H. Duys & Co. secured 200 bales of J L Pakaran Deli, Franco Deli C, and J H M Deli B.

L. Scmid & Co. purchased 197 bales L P C Padang Tjermin.

S. Rossin & Sons bought 450 bales of Amst. Deli Co. S B, Ba My. T L, and L P C Padang Tjermin.

G. Falk & Bro. secured 200 bales of various marks.

Sutter Bros. purchased 250 bales, and Rothschild & Bro. 100 bales of different marks respectively.

FERTILITY OF TOBACCO LAND.

The question is often asked: How long can tobacco be grown on the same soil without exhausting its fertility? The answer would depend somewhat upon circumstances. Wisconsin has been growing tobacco as an extensive crop only about twenty-five years, and yet there are farms in the town of Fulton where the same field has produced for thirty consecutive years. A ten-acre plot on the Soverhill farm is one of these, and the late crops are as fine in every respect and bring as remunerative prices as any during this series of years. The New New England Tobacco Grower states that a South Windsor grower, Mr. Signor, has raised tobacco every season for the last fifty-four years, or since he took charge of the place, and also states that he was informed by neighbors that tobacco had been grown on that place for twenty-five years before his arrival, making a total of about seventy-nine years that tobacco had been grown on that same land, and from the appearance of the crop that has been harvested during the past season, the land is still capable of producing a fine grade of tobacco.—Wisconsin Tobacco Reporter.

—Courtesy is a great winner, both when you deal in person and when you deal through the mails.

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7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.
8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

Established 1881. Incorporated 1902.
THE TOBACCO WORLD
Conducted by
GEORGE A. SCHUTTE.
Published every Wednesday
By the
TOBACCO WORLD PUBLISHING COMPANY
224 Arch Street, Philadelphia.
JAY Y. KROUT, President and General Manager.
HENRY C. MCMANUS, Secretary and Treasurer.

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Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

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One year, one dollar; six months, seventy-five cents; single copies, five cents.
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Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, 224 Arch Street, Philadelphia, Pa.

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Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure **The Tobacco World** for one year fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....
Street and No. .....
City and State .....

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....
Street and No. .....
City and State .....

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands" fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

Name .....
Street and No. .....
City and State .....

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World
11 Burling Slip, New York.

SMOKING TO THE GLORY OF GOD.

Springfield, Mo., March 17, 1903.

Dear Medicine Man:

Under what circumstances was it that the late Dr. Spurgeon, of London, said he would smoke to the glory of God?

A PREACHER'S SON.

ANSWER.

One Sunday evening in 1876, Mr. Spurgeon, before beginning his sermon in the Metropolitan Tabernacle, announced that he would not preach long that night, because he wished his friend, Mr. Pentecost, who was on the platform, to say a few words to the congregation. Mr. Spurgeon then gave a very earnest address on the words, "I cried with my whole heart; hear me, O Lord; I will keep thy statutes. I cried unto Thee; save me and I shall keep thy testimonies." (Ps. cxix. 145-6.) He spoke strongly and plainly upon the necessity of giving up sin in order to success in prayer for "quickening," and as an evidence of sincerity. Mr. Spurgeon, in concluding his discourse, said: "Now then, perhaps Brother Pentecost will give you the application of that sermon."

"Brother Pentecost" is an "open communion" Baptist minister, of the American city of Boston. He responded at once to Mr. Spurgeon's call, and stepping to the front of the platform, gave some excellent remarks on the latter portion of the text, with much simplicity and force of manner. Referring to one part of Mr. Spurgeon's sermon, he gave an interesting bit of personal experience. He said that some years ago he had had the cry awakened in his heart, "Quicken Thou me." He desired to be more completely delivered from sin, and he prayed that God would show him anything which prevented his more complete devotion to Him. He was willing he thought, to give up anything or everything if only he might realize the desire of his heart. "Well," said he, amidst the profound silence and attention of the immense congregation, "what do you think it was that the Lord required of me? He did not touch me in my church, my family, my property, or my passions. But one thing I liked exceedingly—the best cigar which could be bought." He then said that the thought came into his mind, could he relinquish this indulgence if its relinquishment would advance his piety. He tried to dismiss the idea as a mere fancy or scruple, but it came again and again to him, and he was satisfied that it was the still small voice which was speaking. He remembered having given up smoking by the wish of his ministerial brethren, when he was twenty-one years of age, for four years. But then he had resumed the habit, for he declared during that four years he never saw or smelt a cigar which he did not want to smoke. Now, however, he felt it to be his duty to give it up again, and so unequal did he feel to the self-denial, that he "took his cigar box before the Lord," and cried to him for help. This help he intimated had been given, and the habit was renounced.

Mr. Spurgeon, whose smoking propensities were pretty well known, instantly rose at the conclusion of Mr. Pentecost's address, and, with a somewhat playful smile, said: "Well, dear friends you know that some men can do to the glory of God what to other men would be sin. And notwithstanding what Brother Pentecost has said, I intend to smoke a good cigar to the glory of God before I go to bed to-night. If anybody can show me in the Bible the command, 'Thou shalt not smoke!' I am ready to keep it; but I haven't found it yet. I find ten commandments, and it's as much as I can do to keep them; and I've no desire to make them into eleven or twelve. The fact is, I have been speaking to you about real sins, not about listening to mere quibbles and scruples. At the same time, I know that what a man believes to be a sin becomes a sin to him, and he must give it up. 'Whatsoever is not of faith is sin,' and that is the real point of what my brother Pentecost has been saying. Why, a man may think it is a sin to have his boots blacked. Well then let him give it up, and have them whitewashed. I wish to say that I'm not ashamed of anything whatever that I do, and I don't feel that smoking makes me ashamed, and therefore I mean to smoke to the glory of God."

Great was the scandal produced by this manly utterance of the great preacher; but he stuck to it—saying (in the Daily Telegraph)—"As I would not knowingly live even in the smallest violation of the law of God—and sin is the transgression of the law—I will not own to sin when I am not conscious of it. There is growing up in society a Pharisaic system which adds to the commands of God the precepts of men; to that system I will not yield for an hour. The preservation of my liberty may bring upon me the upbraiding of many of the good, and the sneers of the self-righteous; but I shall endure both with serenity, so long as I feel clear in my conscience before God.

"The expression 'smoking to the glory of God,' standing alone has an ill sound, and I do not justify it, but in the sense in which I employed it, I shall stand to it. No Christian should do anything in which he cannot glorify God—and this may be done, according to Scripture, in eating, and drinking, and the common actions of life.

"When I have found intense pain relieved—a weary brain soothed—and calm refreshing sleep obtained by a cigar, I have felt grateful to God, and have blessed His name; this is what I meant, and by no means did I use sacred words triflingly. If through smoking I had wasted an hour of my time—if I had stinted my gifts to the poor—if I had rendered my mind less vigorous—I trust I should see my fault and turn from it; but he who charges me with these things shall have no answer but my forgiveness.

"I am told that my open avowal will lessen my influence; and my reply is that if I have gained any influence through being thought different from what I am, I have no wish to retain it. I will do nothing upon the sly, and nothing about which I have a doubt.

"I am most sorry that prominence has been given to what seems to me so small a matter—and the last thing in my thoughts would have been the mention of it from the pulpit; but I was placed in such a position that I must either by my silence plead guilty to living in sin, or else bring down upon my unfortunate self the fierce rebukes of the anti-tobacco advocates by speaking out honestly. I chose the latter; and although I am now the target for these worthy brethren, I would sooner endure their severest censures than sneakingly do what I could not justify, and earn immunity from their criticisms by tamely submitting to be charged with sin in an action which my conscience allows."

***

WHY MEN SMOKE.

New York, March 17, 1903.

Dear Medicine Man:

As my boys grow up, I have six of them, I discover that each of them learns to smoke. They generally begin in their twelfth year when I find them coming home smelling of cigarettes. Chiding doesn't cure them and I am one of those foolish women who dislike to use the rod on my children, I check the habit as much as I can by gentle means but am always prepared, when my boys reach the age of about eighteen to see them come into the house openly puffing a cigar or a pipe. (Cigarettes I will not tolerate in my dwelling from anyone) I would like to have from someone a sensible explanation of why men smoke and women don't, and I am told by one of the ladies of the Alliance Employment Bureau that I could not possibly address myself to one better qualified to answer me than yourself.

MRS IRENE D——

ANSWER.

If, when you say that women do not smoke you mean all women, or even only all self-respecting women you are in error, because there are not only in other parts of the civilized world but also right here at home in the United States a vast number of very good women who do, and they indulge this habit for the same reason that their husbands, brothers, sons and fathers and sweethearts indulge it, namely because it is a sure solace. It is true that in the United States most of the well-bred women who smoke, smoke in private, but at many dinners ladies smoke openly and no one thinks the worse of them for it.

Now, as to boys and men. Small boys smoke for two reasons; first because they are imitative little monkeys, and secondly because it is a daring and dangerous thing to do, involving punishment if found out.

Men smoke because boys do. In this case, too, the child is father to the man. But very many men do not acquire the habit until long after they have reached the age of maturity. Their case is so much like that of the late Professor Huxley that I do not hesitate to quote him.

"For forty years of my life," he says, "tobacco was to me a deadly poison. I was brought up as a medical student, and I had every temptation to acquire the art of smoking; but my smoking, after a few puffs, always resulted in finding myself on the floor. I failed to become a smoker when I was an officer in the Navy, and I had, for a long time, a great antipathy to smokers, but some few years ago, I was making a tour in Brittany, when I stayed at an old inn. It was awfully wet and cold without; and a friend of mine took to smoking, and tempted me to have a cigar. My friend looked so happy; the fire was so warm within the inn; and it was so cold and wet without, that I thought I would try to smoke; and then I found myself a changed man. I found that I was in the position of a lamentable 'pervert'—and my case would illustrate to you the evil of bad associates,—although the person who led me astray was a most distinguished, and a late President of the British Association. From that day I date my ruin. For, from that day, whenever smoking is going on, you may be pretty sure that I join in it.

"There is a certain substantial kind of satisfaction in smoking—if kept in moderation—and I must say this for tobacco—that it is a sweetener and equalizer of the temper. I am glad to state that, in my opinion, there is nothing worst than excessive smoking; but anyone could undertake to destroy himself with green tea, or any other article of diet, if carried to excess."

THE MEDICINE MAN.

SNUFF TAKING.

Some interesting notes on the habit of snuff taking are furnished by the German authorities of the district known as the Bavarian Forest. The men there are said to consume on an average half a pound of snuff per day, the tobacco being mixed with ground glass, "to sting better." The people in this district are much given to violence, and attacks with the knife are of daily occurrence. For years the prison authorities experienced great difficulties with their charges on account of their uniform obstinacy, and finally hit upon the plan of depriving them of snuff. They say that after a while a great change for the better was noticeable, the men becoming tractable and sensible of their degrading inhumanity.

—Because they smoked cigarettes when they met at his house in Norwalk, Conn., Hanford Smith caused the disruption of a recently organized drum corps of which he was the leader.

E. A. CALVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER I. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
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DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
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Importers and Packers of and Dealers in Leaf Tobaccos
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PHILADELPHIA
Retail Department is strictly up to date.

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Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
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STORAGE CAPACITY 10,000 CASES
Reading, Pa.

A Popular Leader for Many Years.



MANUFACTURED ONLY BY
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POPULAR EVERYWHERE
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L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

THE REALM OF THE RETAILERS

The Monday Morning Brand.

"HAVE a cigar?" said one lawyer to another as they stood on the police court steps in New York the other day.

"Huh! What is it? A Monday morning cigar?" responded the other, holding the weed to his nose.

The brand of cigars known as the "Monday Morning" in all the police courts of New York city is more remarkable for its plenteousness than for its good quality. The grist of Sunday excise arrests brings many saloon keepers and bartenders to court in their show clothes and with their pockets bulging with cigars.

They begin passing their cigars out when they nod recognition to the policeman at the court entrance and they keep it up till every man with a shadow of official authority has one. It is generous, no doubt, but the odor that fills the court corridors all of Monday has caused a cynical Magistrate to remark that the saloon men were out for revenge and got it.

• • •

In a Cigar Store in Allentown, Pa.

"Hello, Peanuts," said the gay young cigar salesman visiting Allentown the other day to the proprietor of a prosperous cigar store in that town which is so famous for its peanuts, "how's business?"

"Besser als effer," answered the genial cigar dealer, "what brands have you dis time?"

"I've got every good seller in the line," said the salesman. "I'm doing a peddling business now. I've got Gen. Arthurs."

"What yet?" This is Allentown English for fair, and sounds funny anywhere but in Allentown where it is as common as peanuts.

"Why, Robert Burns," answered the salesman, and this is just the correct colloquial answer which every Allentownsman would have expected.

"What yet?"

"Why, Henry Irving."

"What yet?"

"Why, Gaston."

"What yet?"

"Why, Lord Lancaster."

"What yet?"

"That's all in ten cent goods. In nickel cigars I've got Cincos."

"What yet?"

"Why, Manetos."

"What yet?"

"Why, the Philadelphia."

"What yet?"

"Why, the Pete Dailey."

"What yet?"

"Why, Lipschutz's '44'."

"What yet?"

"Why, Tahomas."

"What yet?"

"Why, Faugh-A-Ballaghs."

"What yet?"

"Notting yet, you exhausting Dutchman," said the salesman. "I've had enough Pennsylvania Dutch for one day, now give me an order."

"All right, old smoke peddler. I can talk yoost so good English als you, ven I vant to, but I don't always do it be cause I like to have fun sometimes mit the boys," answered the cigar store keeper who is really a gentleman of wide culture, "and now," he continued, "we will talk English and business."

And he gave the visitor who had had the wit to indulge his humor a very good order.

• • •

Smoked Twenty-Three Years.

The following news item will probably tend to jar the nerves of those well-meaning but mistaken faddists whose hobby is to denounce the use of tobacco in all its forms:

Margaret Simpson, the widow of a Crimean veteran, who was buried near Berwick-on-Tweed on January 31, was 103 years old. At the age of eighty she took to smoking, and enjoyed her pipe to the end. A contemporary remarks that it is evident that smoking is conducive to longevity, provided one does not begin too early.

• • •

Points on Advertising.

Among useful suggestions on advertising found in trade journals the following are reprinted:

One excellent means by which the retail cigar dealer can advertise his business is by the use of postal cards. When he has received a special line of goods in which certain customers are likely to be interested, they should be notified by a postal card. The customers are likely to appreciate the notification for the information it contains and will also be gratified that the dealer has remembered them.

There are too many merchants who have a fixed appropriation for advertising. It is their custom to make contracts at the beginning of the year and when the appropriation is expended refuse to spend another cent no matter how good a proposition may be offered them. This seems to be a wrong principle. Advertising should be like anything else that is to be bought. If an opportunity comes to a merchant to buy good advertising unusually cheap, he should take advantage of it as quickly as if it were a bargain in merchandise.



Interior of T. P. Moore's Smoke House.

THE accompanying half-tone illustration is that of the interior of T. P. Moore's cigar store at Reading, Pa. Mr. Moore's store is justly celebrated for its coziness and handsome decorations and is called "The Smoke House" by the many consumers of Reading who frequent it. The comfortable smoking and reading room portion of the store is one of its many attractions, and, as will be noted, Mr. Moore not only carries a large and well selected stock of cigars but he has provided for customers all conveniences in the way of modern lighters, clippers, etc.

Circulation is a term that is frequently used in advertising talk and is generally applied to newspapers or magazines. Did you ever stop to think of the circulation each one of your customers has? Most of them see and talk to a good many people in a day. They will talk about your store according to the way you have treated them, well or ill. We say it again. A pleased customer is the best advertisement.

Good advertising may sell bad goods but not twice to the same person.

In a booklet on cigars, appropriately named "A Burning Question," the following smart cynicisms are a sample of much other good advertising:

"A man can give one to a friend or sell one to a customer without losing either of them."

"The kind that makes a man risk burning his lips to get the last whiff."

"A high priced article may be cheap through having more intrinsic value than its fellow, yet it does not follow that costly things are always good."

Some firms never advertise. That is where the advertisers get their bankrupt stock.

Advertising should never be an appendage to a business. It should be a definite, creative factor, co-ordinated with all the other departments, each of which should contribute to and receive help from the advertising department.

• • •

Store Hints and Suggestions.

Outside appearances are as important with a store as with an individual. A coat of fresh paint outside creates an impression of prosperity within.

At a comparatively small outlay the unsightly back room of the average cigar store—which is usually given up to boxes, dilapidated signs and filth generally—could be fitted up as a smoking room, with lavatory and other necessary conveniences, and turned into a club for the great middle class of that immediate vicinity.

A great many sales are lost and a great deal of dead stock is carried in cigar stores which are in the habit of having places behind or under the counters in which to place them. This stock is probably seldom overhauled, and these drawers and hiding places are an excellent catch-basin for all sorts of goods, which are usually called "stickers" and which ought to be out on the counters, where they can be pushed more than the ordinary. There should be no place in the shop where goods can be stowed away out of sight. If there is plenty of room, it is better to have all the stock above the counters—on the shelving. Have no shelves below, so that there will be no opportunity to put things away out of sight. A great many cigar stores, however, cannot do this, as they are crowded for room, and it is therefore, necessary, that a part of the stock should be kept below the counter board. If this is necessary, see that all the goods, not in easy access, are looked over at least once a week. If the goods are kept out where they can be seen at all times, they are very much more apt to sell than if hidden away. The cigar dealer is usually very careless about the stock which is not easy to reach, and he very seldom takes the pains to look into any of these odd places to find it to sell. If a customer comes in and calls for some particular brand of tobacco which he knows to be in such and such a place, he usually goes and gets it; but if it is in some place where there is any doubt about finding it, he either says they haven't got it or he won't take the pains to look for it where he should.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

HIGHER PRICES EXPECTED IN HAVANA.

Stocks of Desirable Old Leaf Growing Small—Sales for the Week, 5,500 Bales—Arrivals and Departures—Trade Notes, Etc.

HAVANA, March 16, 1903.

Market conditions in Havana for the week ending today denote that in view of the generally accepted fact of the very small quantity of heavy-bodied tobacco which the 1903 crop in Remedios may furnish, buyers from the North have again purchased liberally of the 1901 and 1902 growths, and at last the selections of second capaduras of good body and tolerable cleanliness are becoming scarcer, while holders have shown less disposition to meet the buyers at the close of the week. There are some poorer goods still for sale at relatively lower figures, but so far these grades have been neglected. First capaduras have also been purchased both of the old and new crop, and should the demand keep up, which seems almost certain choice growths are bound to appreciate in value. Not only the buyers from the North, but also the American houses which have warehouses in Havana, have quietly begun to pick up good styles in anticipation of a steady call for them at better figures than are ruling at present, and the wisdom of such action cannot be doubted when the actual conditions are taken into consideration. While the sales reported do not indicate the true situation, yet there are reasons to believe that a good many operations have been made quietly, and when they become known there will be found to have been less stock on hand than most people imagined. Vuelta Abajo has also been in fair demand, but as desirable goods are hard to find, the transactions could not reach the proportions of Remedios; besides, with a better crop in view (at least for the clear Havana cigar manufacturers) the latter prefer to await the coming goods, and only replenish their stocks from hand to mouth if really necessary. The cigarette industry in the meantime is gradually making inroads upon the low classes suitable for its wants. Summing up everything the general situation has certainly improved, and the market must be considered in a healthful state.

Sales reported for the week sum up 5,500 bales in all; 3,700 Remedios, 1,700 Vuelta Abajo, and 100 Partido. The United States market took 3,300, Europe (France 400 and Germany 800) 1,200, and Havana cigar and cigarette manufacturers 1,000 bales.

The 1903 Crop.

The news from the Vuelta Abajo district indicate conditions generally more hopeful as regards quantity and that the quality will be light on an average. However, as the bulk of the production is used for clear Havana cigars, this is rather an advantage than otherwise, and for the Northern manufacturers as well as for the Havana factories. The Partido crop may produce some good stock,, but less wrappers of good clean colors than the crop of last year did. All reports from Remedios seem to agree that the growth this year may be principally of the lighter kinds suitable for export to Germany, but unsuitable for the United States, as a rule.

Arrivals.

Arrivals of buyers during the week were: Milton Herold and Arthur Loeb, of the Loeb-Nunez Havana Co., J. Thomas Stavely, of John B. Heil Co., all of Philadelphia; A. A. Martinez, of Tampa, Fla.; A. D. Ridder, of Antwerp, Belguim, and A. Rico, of Boston, Mass.

Departures.

The following have left since last report: I. L. Kemper for Baltimore, Md.; Mort Regensburg for New York; W. W. Stewart for Reading, Pa.; Marco Fleischman for New York; Milton Herold for Philadelphia; A. D. Ridder for Antwerp, and J. A. Kugelmann for Hamburg.

Havana Cigar Factories.

There is a slight falling off in the exports by the Morro Castle, as the same only amounted to 3,746,325 cigars; still, as long as one steamer a week takes three millions of cigars during the quieter season, manufacturers have no reason to complain about dull times. The uncertainty of the passing of the reciprocity treaty has also curtailed orders for the United States perceptibly.

Doings of Havana Houses and of Buyers.

Sobrinos de Antero Gonzalez sold over 1,000 bales of Remedios this week.

Loeb-Nunez Havana Co. follow suit with a round 1,000 bales, 800 of which were closed to the German market, principally low grades of Remedios, and the remainder, consisting of fine Vuelta Abajo, Partido and Remedios, to their United States friends. They bought a couple of hundred bales of Remedios in the country.

I. L. Kemper has purchased quite a quantity of fine Vueltas, Partidos and Remedios, and his firm, M. Kemper & Sons, Baltimore, ought to be able to supply their customers with the best goods our market affords at the ruling market quotations, and give entire satisfaction.

Bruno Diaz & Co. sold 700 bales of Vuelta Abajo low grades to cigarette manufacturers of Havana.

C. K. Reichert has bought some of the best first capaduras to be had in our market, and has not yet completed his task of laying in stock for his firm, Reichert & LaBoule, Milwaukee, Wis.

Fernando Fernandez closed out some of his superfine Vuelta Abajo holdings to the extent of 700 bales, 400 of which the French buyer of the Regie was glad to obtain, the remainder being for the United States.

Ant. Hernandez Rivero purchased 40,000 cujes more of the new Vuelta Abajo crop of the famous farms "Abra" and "Leyal."

Venancio Diaz & Co. reported only 400 bales as sold of their Remedios stock, although there are rumors that they did

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKERS OF
PURE HABANA SEGARS
"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog,
Henry Irving, Roycroft Segars.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, ***HAVANA, CUBA.***
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, ***HAVANA***

E. A. KRAUSSMAN,
170 Water Street, NEW YORK
Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually *Cuts* the Leaf *without Streaking* it, and affords the operator a *Full Swing of the Arm* over its smooth rigged surface to *Roll* the cigar with the *Full Palm of the Hand.*

Write for circular.

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

considerably more business, which is to be kept quiet for the present. Still it is bound to leak out sooner or later if true.

Joseph Mendelsohn, of Sutter Bros., Inc., has finally shaken off the pertinacious cold that he contracted North, and is as busy as ever in our market as well as going to the country to buy and inspect the coming crop.

Puente y Cueto were sellers of 500 bales of Remedios first and second capaduras.

W. W. Stewart has secured only the very best of Partido, Vuelta Abajo and Remedios tobacco that our market afforded, and his firm, Stewart, Newburger & Co., of Reading, Pa., ought to be able to turn out goods second to none, as Mr. Stewart has proved himself to be a thorough judge of high flavored tobacco, testing the aroma of each sample submitted to him carefully before buying any lot.

Sol Loeb has also gone over our market carefully picking out only the cream of such goods as have a high aroma and are leafy. The many friends of Mr. Loeb here were all glad to see him again, and trust that the Loeb-Swartz Tobacco Co. will be as big a buyer of Havana tobacco as Sol Loeb used to be before the war.

Sanchez y Cueto disposed of 300 bales of fine Vuelta Abajo leaf, and have very little left of the old crop.

Marco Fleischman, of S. Rossin & Sons, New York, left very well pleased with the goods secured by him for his firm, having added another 600 bales this week to his previous purchases.

S. L. Goldberg e Hijos have made some good sales of their fine packings of Vuelta Abajo, and are now almost sold out except some lots that were consigned to them, of which they have the disposal.

G. Salomon y Hns. closed out some 200 bales of Remedios and Partido.

Leonard Friedman & Co. have received several lots from the country, purchased by them, and also some consignments.

H. Upmann & Co., shipped over 700,000 cigars this week by the Morro Castle.

Arrivals of Tobacco from the Country.

	Week Ending Mar. 14. Bales	Since Jan. 1. Bales
Vuelta Abajo	488	8,562
Semi Vuelta		32
Partidos	54	867
Matanzas		1
S. Clara & Remedios	1,105	20,697
Santiago de Cuba	152	474
Total	1,759	30,633

LANCASTER LEAF MARKET.

Demand is for 1902 Leaf—New Cigar Factory for Strasburg—Death of Mrs. A. R. Kauffman—Trade Briefs and Personals.

Lancaster, Pa., March 23, 1903.

There has been little or no change in the condition of trade in leaf tobacco circles. Several sales of 1902 goods were reported, but mostly in small lots. Considerable of the 1902 Pennsylvania and Connecticut which had undergone the forced sweating process, has been placed on the market and worked up with very satisfactory results. Those who have used it say that the quality and texture of the tobacco is all that can be desired. A number of packers who have been encouraged by the results of the experiments of forced fermentation are having their top grades and B s put through the process in order to get them ready for market at a much earlier time than is usual. It is conceded that the using of the 1902 crop at such an early stage, in a measure relegates for the present the 1901 goods which is yet held so largely in the packers hands. From present indications it is unlikely that the 1901 crop will be called into requisition at an early date.

Manufacturers report trade somewhat quiet the past week. They are at a loss to know what to attribute the sudden falling off in orders.

The cigar factory which was agitated by the citizens of Strasburg has at last materialized, they having decided to organize a company with $15,000 capital. The charter applicants are R. B. Leaman, S. W. Brook, Charles W. Brenninger, B. Frank Mowery, and B. F. Brown. The company expects to begin operations in the near future.

Mrs. Alice R. Kauffman, wife of John A. Kauffman, the cigar manufacturer, died Tuesday morning, March 17, at 6 o'clock, at their home on Columbia avenue, death being due to lung trouble. Mrs. Kauffman was in her 36th year, and was a native of Doylestown, Pa. She is survived by her husband and one child. Mr. Kauffman has the sympathy of his many friends and the trade in general in his sad bereavement.

John B. Oblinger and wife left this week for an extended trip to Florida and Havana.

Samuel Pioso, formerly connected with the S. R. Moss Cigar Co. in the capacity of assistant book-keeper, has assumed the management of the Central Cigar Co., at Lititz, Pa., which position was made vacant by the resignation of John G. Mumma, who has recently embarked in the cigar manufacturing business again on his own account.

James D. Law, formerly manager of the Havana Cigar Co., and who recently returned from a seven months' sojourn abroad, yielding to the pressure of a large host of friends, who have literally encouraged him, has decided to publish a selection of his "Letters of Travel." The book will consist of 300 pages and the title selected will be "Here and There in Two Hemispheres."

J. B. Koser & Co. report trade very good and are receiving encouraging orders on the Aunt Peggy and Davy Jones brands.

Max Bamberger, of L. Bamberger & Co., Philadelphia, Pa., spent several hours in town Saturday, calling on many friends in the trade.

Xenophen Hanna, of Hanna Bros., Dayton, O., stopped off in Lancaster to close deals he had pending. Mr. Hanna, by the way, is a distant relative of Senator Mark Hanna.

Juluis Fox was in town several days this week, completing arrangements for the removal of his family to Philadelphia where he is now permanently and successfully located.

Sam Kauffman was in town this week paying his respects to the trade.

John Oberhelman, of Cincinnati, O., and E. H. Miller, representing Young & Newman, of Philadelphia, spent several days in town, this week, seeing the trade.

Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor.
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

A. K. MANN,
Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of Cigar Tobacco
Packing Houses: Covington, O. Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of Burley Tobacco
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, 11 and 13 Vine Street, CINCINNATI, O.

RECEIVING TOBACCO AT YORK.

The Wert Factory Open and Busy—The Boyer Reception—A Coming Wedding—Personals, Trade Notes.

York, Pa., March 23, 1903.

As this is the time during which most of the contracts with growers of tobacco state delivery, scarcely a day passes without some tobacco being received by agents throughout the county. On Tuesday a quantity, the yield from about thirty acres was delivered at the P. R. R. depot for shipment to Mountville, Lancaster Co. In Wrightsville, on the same day several car loads were shipped to J. Shirk and another large shipment on the following day to the same party in Lancaster. D. S. Detwiler also continues to receive large quantities.

The business of B. S. Taylor, of Yoe, Pa., is reported to be increasing very favorably. A large amount of tobacco was received by him during the week which he dispose of to manufacturers in his vicinity.

The factory which was to be opened by George Wert on Clark avenue, on April 1, was opened some time before and at the present time is working with a full force of cigarmakers. As this is a union factory it affords an opportunity for workmen who belong to the organization to ply their trade in a union factory.

D. B. Boyer the proprietor of the Market street cigar store, on Tuesday evening, tendered a reception at Harlacke'rs restaurant to about twenty-five of his friends. Mr. Boyer lately returned from his wedding trip and during the reception was ably assisted in entertaining by his wife.

The announcement is made of the coming wedding of Lion Jandorff, of Buffalo, N. Y., and Bertha Goodman, of this city. Mr. Jandorff is the affable salesman for Kaiser & Boasberg, Buffalo.

During the week cigar stamps were stolen from the factory of A. C. Fry in Red Lion. The value of the stamps was over $20.00. An entrance was also made to the factory of I. Stump in the same place and about $70.00 worth of Sumatra tobacco was taken. As yet no clue to the thieves have been found.

D. A. Shreiver, of D. A. Shreiver & Co., was absent from the city on Friday on a business visit to Lancaster.

J. Livingston, of Carlisle, circulated amongst the trade here during the early part of the week. This gentlemen controls the output of several large factories in this vicinity.

A. E. Belcher, Roche-ter, N. Y., dealer in leaf tobacco made his first visit to this section last week and was agreeably surprised at the large amount of tobacco trade in this vicinity.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

NEWSY READING JOTTINGS

Yocum Bros. Put New Factory Into Service—John A. Fehr Will Build New Warehouse—Personals, Etc.

Reading, Pa., March 23, 1903.

William F. Wertman has moved his cigar factory at Strausstown, Berks county, into more commodious headquarters. The transfer was approved by Collector Fred W. Cranston, of this city. Mr. Wertman will employ a large number of additional hands.

Allison Haag has moved his cigar factory from 1004 North Ninth street to 1010 North Eighth and will increase his business considerably during the coming year.

Yocum Bros. have filed a bond with Collector Cranston in the sum of $10,000 for the extension to their factory at Seventh and Walnut streets, due to putting into service the new six-story building, just completed.

J. S. Blome, the cigar manufacturer, has completed making alterations to his factory. He says business prospects are favorable and that he has a number of large orders on hand. Nearly all of his goods are shipped to the West. Mr. Blome has rented the building at 131 North Ninth street and will take possession April 1st.

Claude B. Stapp, formerly of Hanna, Stapp & Riegel, cigar manufacturers, of Shenandoah, has rented the cigar store at the southeast corner of Sixth and Franklin streets, of M. M. Rubin. He also purchased the goodwill, stock and fixtures of the place. He takes possession April 1st and will engage in the manufacturing, jobbing and retailing of cigars and tobacco.

F. E. Stettler has moved his cigar store from 205 to 215 Penn street and has fitted up his new business place in a handsome manner.

Charles Auman, proprietor of the cigar store at 156 North Ninth street, has retired from business. His stock was disposed of at public auction.

H. W. Riegel has returned from a successful business trip through Eastern Pennsylvania and New Jersey. Daniel Fleck, of the Fleck Cigar Company, went West last week. Both factories are busy.

John A. Fehr will break ground for his new warehouse at Seventh and Franklin streets about April 1st. The building will be of brick, four stories high and 40x80 feet in dimensions. Mr. Fehr will retire from the cigar manufacturing business and devote all of his time to selling leaf tobacco. He has placed two salesmen on the road and is building up a lucrative business.

THE SECRET OF MR. DUKE'S SUCCESS.

"The one straight road to success is to learn to love your business," said James Buchanan Duke, as I sat with him two days ago. "A man must love his business better than he loves anything else if he would make success sure. It is the true, the only way. We employ more than a hundred thousand persons in our vast tobacco business, and as the director of this force I never fail to observe that the man who works only because he is paid to work has no chance in competition with the man who works because he would sooner do than anything else. It is the practical secret of success. This tobacco business is my pastime, as well as my duty. I never fish or hunt. Those things mean hard work, and there isn't as much fun in them as there is in business.

"A man can do best that which he loves best," he said. "If he has started in a business which he cannot learn to love, then he should go into some other business. He will never succeed in this age of competition unless he can find real pleasure in his work. The making of money is not a sufficient incentive. He must find his highest enjoyment in the task itself. No man who works along that line can fail. That is my judgment, based on my own experience and my observation."—James Creelman in New York Sunday World, March 22.



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Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer. **L. J. Sellers & Son, Sellersville, Pa.**

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Drascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
138 MAIDEN LANE.
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
1 L. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam. Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH NEW YORK

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. *NEW YORK.*

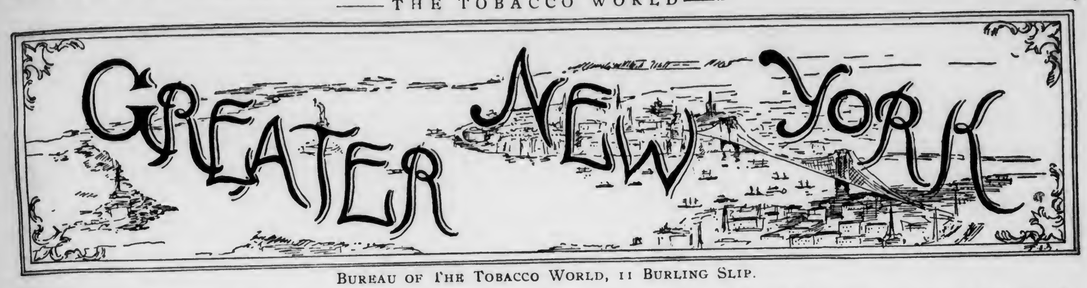
I. J. SCHOENER. I. M. JACOBY
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of **Leaf Tobacco**
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone 4027 John NEW YORK.

HAMBURGER, BROS. & CO.
Havana,
Porto Rico,
Sumatra,
Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF **TOBACCO**
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

The manager of one of the larger factories operated by the United Cigar Manufacturers and who is in the confidence of the officers of that corporation at headquarters in this city, is responsible for the statement, that during the twelve months ended March 1 the United Cigar Manufacturers did a business of $8,000,000, and made a profit in round figures of just $1,000,000. The company is capitalized at $7,000,000. Its total output for the twelve months mentioned was about 250,000,000 cigars. Since these sold for $8,000,000 the average price per thousand was about $32. This is a modest computation because the Robert Burns, the General Arthur, and the Tom Moore are brands that retail at ten cents and the corporation sells vast numbers of them. The manager whose statements are being reported points attention to the fact that every department of business of the United Cigar Manufacturers is in charge of the man best qualified to handle it. No one needs to be told that Jas. Wertheim is a most successful sales manager; that Edward A. Kerbs is a most expert buyer of Sumatra and Havana tobaccos; that Walter A. Schiffer is one of the ablest office managers in the country; that Fred Hirschhorn is a very Napoleon among factory managers; that Charley Hirschhorn possesses a magnetic personality, and if there is on earth any man who can sign checks with more grace than Mark Mack his name is not engraven on the bead-roll of fame.

Then there are the men who come next to these chief officers of the corporation: Sol B. Lichtenstein, who has charge of the factory at Lancaster, Pa; Billy Brill, so well known in Wisconsin and in the New York leaf district; Louis Cohn, superintendent of the factory at Second avenue and 54th street in this city, and so on, down a long line of thoroughly competent men, each of whom understands his business from the ground up, who has been long in the service of the house, and who is heart and soul devoted to the success of the business.

It may be that the foregoing reads like a carefully prepared "puff" intended to "jolly" a corporation amply able to repay the compliment. But that is not the object with which it is written. The explanation given above of the success of the United Cigar Manufacturers lays stress upon the competency for their duties of every officer and employe of the corporation. That competency is manifested every day and uniformly in the same way every day, chiefly by an intelligent devotion to present duties. The cigar manufacturing business is a staple business, it engages the energies and ambitions of many thousands of bright people, and the fact is that the most successful among these thousands are the men who, like the officers and employes of the United Cigar Manufacturers, study every detail of their business. Pennsylvania has many such men, conspicuous cigar manufacturers in Philadelphia, Lancaster, Reading and elsewhere, who are shining proofs that cigar manufacturing is a better business today than ever it was, no matter what the calamity howlers, the trust busters, and that numerous class of persons who are forever ruining their own lives by attending too strictly to the concerns of other people, may say.

There is one rule which every successful cigar manufacturer in the United States uniformly follows. That was the rule laid down by Mr. Joseph F. Cullman in the paper which he contributed to The Tobacco World several months ago: Keep your factory full of good tobacco. Don't buy leaf from hand to mouth.

To show how thoroughly the United Cigar Manufacturers believe in this motto it may be stated that the corporation has on hand at present a stock of 10,000 cases of old Pennsylvania broadleaf of the 1900 crop. And this is only one item among the long list of tobaccos, imported and domestic, which the company utilizes. It is computed that of old tobaccos, Pennsylvania, Wisconsin and Ohio it has on hand enough for 300,000,000 cigars—its estimated output for next year, and fully 50,000 cases of new tobaccos of the types named.

Go thou and do likewise, according to thy means.

***

Marco Fleishman, of S. Rossin & Sons, returned on March 18 from his visit to his firm's packing houses in Havana.

***

A leaf merchant of this city has recently had some interesting correspondence on the subject of Cuban reciprocity with U. S. Senator W. A. Clark. Senator Clark is a Democrat and is opposed to reciprocity. He asked the New York man to furnish to him a statement of just about how many people there are in the leaf business and the cigar industry, and in businesses allied with these, who would be likely to be injured by a reduction of 20 per cent. in the present duties on leaf tobacco and cigars from Cuba. The New York man had never himself thought of this matter in detail but when he sat down to answer Senator Clark's letter which, by the way, he did in a completely satisfactory way, he was amazed to find how the list of ancillary industries stretched itself out on paper. The leaf men, that is the men engaged in the importing, or packing, or jobbing, or retailing of cigar leaf tobaccos number about 2,000; their salesmen or agents number as many more; there are about 22,000 cigar manufacturers in the United States, about 5,000 of whom employ say two salesmen each; the total number of operatives in cigar factories is estimated at 350,000; the total number of people employed in the packing season in warehouses in New York State, in Pennsylvania, in New England, in Florida, in Ohio and in Wisconsin cannot be far short of 10,000; there are at least 1,000,000 places in the United States deriving an income of some sort from the retailing of cigars; there must be at least 30,000 people in the United States engaged in the growing of cigar leaf tobacco, and in addition to all these legions of people there are the cigar box makers, the cigar label lithographers, the cigar ribbon weavers, each with their thousands of employes of one kind and another, so that the grand total of American citizens likely to be injuriously affected by the proposed reduction of 20 per cent. in the present duty on cigar leaf and cigars is so vast as to arrest the respectful attention of any vote seeking politician. The trouble is that until the letter to Senator Clark, above described, was written the matter was never put in a way calculated to give politicians a correct notion of the number and kinds of people concerned in this matter. It is the domestic cigar and the hundreds of thousands of people who have to do with the manufacturing or the selling of it, which a reduction of 20 per cent. in the duty on cigars would harm, and to protect it should be from now on the unflinching purpose of every intelligent member of the trade.

***

At the request of the Consul for the Netherlands, E. Rosenwald & Bro., selling agents for the Connecticut Tobacco Corporation, have sent samples of the Company's new shade grown Connecticut Sumatra to the Chamber of Commerce of Amsterdam and to the Chamber of Commerce at Rotterdam.

***

S. L. Johns, of McSherrystown, Pa., called on a number of his friends in the New York leaf market last week.

***

The Onarga Sigaret Co., of New York, to manufacture cigarettes and tobacco was incorporated on March 18. Capital $10,000.

Directors—Bertrem Levyn, W. M. G. Watson and J. B. Claffy, New York.

***

Robert Gans, of Max Gans & Son, desires his friends in Pennsylvania and elsewhere, to know that on March 13, he became the proud father of a beautiful little daughter.

***

Jose Palma, son of Tomas Estrada Palma, President of the Cuban Republic, and Miss Mabel Jacobs, the 19-year-old daughter of David C. Jacobs, of the cigar manufacturing firm of Charles Jacobs & Co., of this city, were married on March 11, by the Rev. Duncan J. McMillan in the study adjoining the New York Presbyterian church at Seventh avenue and 128th street, of which Dr. McMillan is pastor. The groom, who is 20 years old, is a second year law student at Columbia University. Immediately after the marriage the party drove to the bride's home at 362 West 121st street. Jose stayed to dinner and then went to his apartments on Riverside Drive. On March 13, he left for Washington to have the matter put before his father.

The father of the bride did not learn of the marriage until the evening of March 19.

"Jose," he said, "is a fine young man and I don't know of anybody else I would prefer to have for a son, but it would have been better if he had waited for a year or so, or at least until he had finished his course at Columbia."

"I met Jose last election day," said the bride. "He came to the house with my brother Hamilton, who is an artist. We fell in love with each other at first sight and have known that we were going to get married for some time, but we didn't say anything because Jose thought that his father might object and I knew that my parents thought we were both too young, although not a word had ever been said to them in regard to our marriage."

Mrs. Palma said that Jose told the minister that he was 21 years old, but she couldn't remember whether or not they had said that their parents had consented.

Mr. McMillan says that he did not know he was marrying the President of Cuba's son when he performed the ceremony.

He says that the young man told him that he was 21 years old and that both declared that their parents did not object to the marriage.

"But the young man," said the clergyman, "conducted himself entirely above board and in a perfectly manly manner."

After Mr. and Mrs. Jacobs had forgiven their daughter a reception was held on the evening of March 19, and the house was filled with friends. Jose was expected back from Washington, but he did not get there.

Mrs. Palma is a slender girl of medium height, with black hair and eyes

The Cuban Minister, Senor de Quesada, says that President Palma approves of his son's choice of a wife.

Nothing could be more delightfully appropriate than that the son of the President of the Cuban Republic should marry the daughter of a cigar manufacturer, because the existence of an independent Cuba among the nations of the world is due to the contributions of the cigarmakers to the revolutionary fund.

***

The Hilson Company, capital $1,000,000, was incorporated at Trenton, N. J., on March 19, to grow tobacco and to manufacture cigars and cigarettes. The incorporators are Edward Hilson, Leo W. Mayer and Josiah T. Wilcox. Mr. Wilcox is the assistant secretary of the American Tobacco Company.

***

Mrs. Annie T. Colell, widow of the late Herman Colell, for more than 40 years a leaf merchant in Chatham Square, and Comte Robert de Montlord, formerly of Paris, France, were married in St. Francis Xavier's church Brooklyn, on March 17, by the Rev. Father Hickey.

***

If every porter employed by the leaf merchants of this city is as loyal and as industrious as "Scotty" it is small wonder the trade is a solid institution. In private life "Scotty" is Dave Schwartz and he is employed by Norman Lobenstein of 6 Burling Slip. Mr. Lobenstein shall tell just how valuable an employe "Scotty" is. He said, last Saturday: "Dave sold more tobacco this week than I did."

"Scotty" is fat and jolly and he knows how to handle customers.

***

At the first inscription in Amsterdam on March 18, Joseph Hirsch & Son secured 45 bales Amst. Deli Co. A.

***

Calixto Lopez & Co., importers of Havana leaf and proprietors of the famous Eden cigar factory in Havana, will remove on May 1, from 177 Pearl street to the southwest corner of Water street and Burling Slip.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"
"Webster"
"Farragut"

Office, 209 Pearl St.
NEW YORK CITY.
Factory, Tampa, Fla.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer.
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

Factory 1839.



W. K. GRESH & SONS, Makers, Norristown, Penna.

1794 BLUE LAW ATTACKED.

Former Judge Gordon Argues That It Is Invalid

At a Hearing of Alleged Violators of the Sunday Law, in Magistrate Gorman's Court, Last Monday.

Monday afternoon last Magistrate Gorman, of Philadelphia, heard the cases against employes of the North American, Ledger, and Press, the UnionNews Co., and Robert Crane, of the Crane Ice Cream Co., charged with having violated the Blue Law of 1794, which prohibits "worldly employment on the Lord's Day, or Sunday, works of charity or necessity excepted." At the hearing the accused violators were referred to, as a rule, as "John Doe," with the exception of Mr. Crane. The accused were represented by former Judge Gordon. John G. Johnson, John R. Scott, and Joseph E. Murray, while lawyer Bernard Owens conducted the prosecution for the Business Men's Association.

The testimony of witnesses, C. J. Fields, Samuel Smith, F. B. Robertson, Philip Margobas, Edgar Van Houton and Geo. Burns, went to show that the newspaper clerks sold papers on Sunday, March 15, and also accepted money for advertisements; that the Crane Ice Cream Company was manufacturing and delivering ice cream to customers on the same Sunday; that the clerks at the Union News stands at the Reading and Pennsylvania depots sold papers on the same Sunday—all of which was a violation of the Blue Law of 1794. Counsel for the prosecution therefore asked that the defendants be adjudged guilty and fined each $4 and costs under the Act of 1794.

Former Judge Gordon, who virtually represented the defendants, addressed the court at length and vigorously attacked the ancient Blue Law. He first charged that the informations upon which the warrants were issued were defective, inasmuch as they did not set forth that the "worldly employment" the alleged defendants had performed were "not works of charity or necessity," as they were bound to do to make the warrants legal. He again held that the prosecution had failed to make a case, because of lack of adequate proof that defendants had violated the law. Again, he raised the question: "What worldly employment shall be classified as charitable and necessary?" and "who," according to the 1794 statute, "is to determine what worldly employments are charitable and necessary?" He held that the Act, by lapse of time, if nothing else, has become invalid, and if left alone will "burst of its own inflation!"

Counsel's address, although long, was carefully listened to by the large number of interested persons present, and is considered a fine araignment of the weakness of the ancient and unnecessary statute. Cigar dealers, who have been arrested and fined under the Blue Law, will unquestionably find much in former Judge Gordon's argument against the enforcement of the law to use in their own defense when next arrested.

The business men who instigated this latest Blue Law prosecution felt repaid for their efforts in what they heard and learned at last Monday's hearing. They frankly stated that they had inaugurated the crusade to eventually secure a repeal of the obnoxious Blue Law by securing its strict enforcement and thereby forming sentiment against it.

Magistrate Gorman took the cases under advisement, and said he would file his decision on Thursday morning, March 26th.

Secretary Batroff on the Treaty.

Secretary J. S. Batroff, of the Philadelphia Leaf Tobacco Board of Trade, said yesterday anent the action and votes of certain U. S. Senators on the Cuban Reciprocity Treaty: "The leaf tobacco trade will receive little or no benefit from it. The leaf trade understood that many Senators favored amending the Treaty so that men in the leaf business would receive commensurate benefits. The cigar importer may benefit by the Treaty to the extent of $10 per thousand in the reduction of duty, but to the American clear Havana filled cigar manufacturer it would mean a decrease of duty of only about $1.26 per thousand cigars. Hence, it is plainly evident that a great injustice has been done the cigar industry as well as the leaf tobacco interests.

"A majority of those who opposed the confirmation of the Treaty can now rejoice at its prospects (?).

"The amendments that were affixed to the document, viz: 'Providing no further reduction for a period of five years;' 'that the Cubans grant a 30 per cent. reduction in their tariff on flour, wheat, corn and meal,' and the proviso, above all, that it must be approved by Congress, simply means that the Treaty will not be taken up for nine months. It further means that it will be dealt with in the midst of a multitude of other very important bills, and amendments the Senate will not accept, and a possible chance that the changes so made in it will render it unacceptable to the Cuban Government. As the matter now stands there is no Treaty. The whole work will have to be gone over again to become a treaty and finally effective."

DEATH OF A. BLUMLEIN.

[Special to The Tobacco World.]

New York, March 24, 1903.

A. Blumlein, a well-known Sumatra importer of this city, died of heart disease this morning, after a long and painful illness.

Death of Mrs. Maria G. Shirk

Mrs. Maria Gast Shirk died at noon March 21, at Lancaster, Pa. She had been sick for some time, and died of a general breaking up of the system. She was in the 74th year of her age, and a daughter of the late Henry Gast. She was born in Strasburg, but had lived in Lancaster for many years. Her husband was the late Jacob K. Shirk, who was a prominent leaf tobacco dealer of Lancaster. She was a member for many years of the First Reformed Church, and an estimable Christian woman. Her sons are: Harrison, Joseph H., and Jacob G., all engaged in the tobacco business in Lancaster. The daughters are: Lizzie, wife of I. B. Hostetter, of York; Mary, wife of Rev. V. O. Mohr, of New York, and Susan, wife of Jacob B. Bushing, of Lancaster. The brothers of the deceased are: Henry, William and Levi Gast.

PHILADELPHIA

SEVERAL MORE LO'S.

Several more Indian effigies, that do service in front of cigar stores as advertisements, have been noticed by a Tobacco World representative. One gaudily painted Redskin is found in front of M. Winer's store at 1139 North Second street, and he is remarkable for having a very straight up and down back. The back, in fact, looks as if the carpenter had concluded to finish his Indianship in a hurry, and had used a plane. Mr. Winer's brave is staring very hard across the street into the cigar factory of Charles Ziegler. He seems to be quite interested in Mr. Ziegler's window display of his "A. Z." 5-cent brand of cigars.

A very attractive Indian maiden is found in front of Louis Bleiman's store, North Second street. This Miss Pocahontas is holding aloft a fine bunch of wooden cigars, and it would seem as if she wanted passers-by to help themselves. Miss Redskin wears a primitive red jacket and ditto blue skirt with a lovely yellow fringe.

A very good specimen of Indian tobacco statue is to be found guarding the entrance to Charles Link's cozy cigar store, 1613 Germantown avenue. This noble wooden Redskin has a really benevolent face, but seems to suffer from cracked feet.

Many small wooden statues of Indians, Mr. Punch, Pocahontas, and colored pickaninnies, can be seen in front of cigar stores in various parts of the city, and it is to be remarked that they are often chained down. Perhaps the reason of this is that the owner is afraid his sign may run away. But more likely the owner is afraid his sign may be bodily kidnapped. Such cases have occurred.

SAM MUST MOVE.

Samuel Knight, a popular cigar dealer at Frankford avenue and Bridge street, will soon remove to another location, as his present quarters are to be torn down to make way for the new monster carbarns to be erected on that site by the Philadelphia Rapid Transit Company.

WARNING CIRCULARS.

The Business Men's Association of Germantown distributed a circular, on March 19th, among the cigar and tobacco dealers of that part of the city, warning them not to sell cigarettes or tobacco to any person under the age of 16 years. Violators of this ordinance will be prosecuted, and will be subject to a fine of not more than $300.

PIPE FACTORY DAMAGED.

An unusual number of fires which have taken place in the northeastern section of Philadelphia have led the police to suspect that they were of incendiary origin. Among the sufferers by fire were Block & Shaw, manufacturers of smoking pipes whose plant is on Emerald street. Saturday last a fire of unknown origin damaged their buildings and stock to the extent of $600.

CUT PRICE WAR.

It is obvious to the observer of tobacco store display windows that a fairly active cut price war is being waged. The United Cigar Stores are quoting some low prices on cigars and cut plug tobaccos and so also are many retailers and independent jobbers.

PRETTY GIRLS STRIKE.

A large number of the female workers at the Vicente Portuondo cigar factory went out on a strike last Saturday because as they allege, a new forewoman, recently employed, had made herself very objectionable by discharging without cause and otherwise doing things which made the "girls" angry. It is quite likely that Mr. Portuondo will amicably adjudicate the matter soon.

RETAILERS TO HOLD PUBLIC MEETING.

The Retail Cigar and Tobacco Dealers' Association will soon hold a monster mass meeting in the northwest section of Philadelphia, its purpose being to secure new members among the tobacco trade as well as to spread information concerning the benefits and objects of the association.

HARRISON HUMOR.

The show cards in Bob Harrison's cigar store on North Ninth street, near Arch, are nothing if not original and attract notice and smiles from the passing throng. Here are a few sample cards:

Visit our roof garden; it is in the celler.

The lunatic who keeps this place is behind the counter.

Some people ask why I keep a boy. They say I don't need him. I don't. I keep him to look at.

Notice - This is our busy day; we have nothing to do.

WANTS SMOKELESS CIGARETTES.

Dr. Henrietta P. Westbrook lectured one night last week at the Friends' Meeting House at Seventeenth street and Girard avenue upon the subject: "Tobacco—Will the Future Man Use It?" She claimed that My Lady Nicotine is fast reducing the size of the human race. "Instead of smokeless powder this country needs a smokeless cigarette," declared the fair Doctor. She "roasted" users of tobacco generally but brought forth no new argument in favor of abolishing the weed.

A CORRECTION.

Pent Bros., the cigar manufacturers, state that they have sold the retail cigar store at 1231 Chestnut street to the Stag Cigar Company, and have not bought it, or started it, as was erroneously reported last week.

MOSTLY PERSONAL.

Walter S. Bare, the Lancaster leaf dealer, visited the Philadelphia trade this week.

Robert Hawk has sold his cigar stores at Juniper and Market streets and Eighteenth street and Girard avenue.

M. J. Dalton, will open a branch cigar store at Thirteenth and Arch streets as soon as the new building is completed.

Godfrey S. Mahn is a lover of fast horse flesh and rumor has it that he has purchased a fit mate for his trotter Vic Wood.

J. E. Tuck, who recently journeyed through the northeastern section of Pennsylvania, says he found business good in the tobacco line.

Frank Greene, of J. L. & M. F. Greene of Reading, and Max Herzog, with P. Dennerlein & Son, of New York, were Philadelphia visitors this week.

J. A. Seubert, who started a cigar factory on North Third street two months ago, will soon enter into competition for a share of the Philadelphia retail trade.

William B. Moore has leased the cigar stand of the new building at 920 Chestnut street. Four stories of the building will be devoted to billiards and bowling alleys.

W. L. Hagans, Chicago representative of the Juan F. Portuondo cigar factory, is reported as having sent in an increasing number of orders since the first of the year.

John W. Rigby, of the Theobald & Oppenheimer Co. is touring California. The company's Chicago and middle west representative, John Dee, paid the firm a visit last week.

Edward S. Garland, New York representative of the Theobald & Oppenheimer Co., is credited with having opened over 2,000 new accounts in Manhattan and Brooklyn during the past two years.

Among out of town visitors the past week were the following: P. W. Fry, cigar manufacturer and leaf dealer, of Lancaster; George Gibson, of Sneeringer & Co., leaf dealers of Baltimore; J. E. Hertgen, of the Lancaster Lithograph Company, Lancaster; John S. Carl, leaf packer, of West Hatfield; J. E. Kauffman, cigar dealer, of York.

PHILADELPHIA LEAF MARKET

The leaf market has been fairly good the past week, the sales being numerous and small - similar to those of last week. Prices continue firm and there is the same steady demand for old tobaccos.

EXPORTS.

Antwerp.—141 hogsheads tobacco; 30 cases; 70 tons.

Liverpool.—30 cases plug tobacco.

A NEW ALLENTOWN FACTORY.

G. S. Trump, who was for several years a foreman in the cigar factory of the Lichten Bros. Cigar Co., some weeks ago engaged in the manufacturing business on his own account at 721 Linden street, Allentown, and is now launching his brands, which are Red Seal, Uncle John, 5c. Standard, and Fair Lillian, on the market. His efforts are reported to be meeting with good results.

THE CUBAN TREATY.

It is asserted in Washington, on high official authority, that no apprehension is felt that the Cuban Reciprocity Treaty, if ratisfied by the Cuban Senate, will fail to become operative, through the conflicting amendments inserted by the Senate of the United States.

There is now no prospect of a formal physical exchange of ratifications by March 31, even should the Cuban Senate agree to the Senate's amendments on the first day of its session, but the ratifications could be nominally exchanged by telegraph and the actual exchange take place later. To exchange ratifications by telegraph is regarded as a somewhat irregular proceeding by the State Department, but where neither party to the exchange raises objection it may be done in a manner recognized as legal.

The conflicting statements in the American draft of the convention, that it shall become effective one year from the exchange of ratifications and that it shall not become effective until ratified by "the Congress," are not regarded as presenting difficulties that require further amendment to overcome. The main concern now is that the Cuban Senate may not agree to the amendments made by the American Senate. It is believed, however, that the upper house of the Cuban Congress will consider these changes in a liberal spirit, and, whatever its disposition may be, will try to conclude its work before March 31.

Charged With Robbery.

Emory Sechrist and Purcell Toet, of Red Lion, were arrested Monday morning on a charge of stealing stamps for a case of cigars from Kohler's factory at Yoe. They were given a hearing before 'Squire Herman and held in bail for court. Sechrist secured bail and Toet went to jail.

SPECIAL NOTICES
(12½ cents per 8-point measured line.)

FOR SALE—Universal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15 Sent on approval. WINGET MACHINE Co. York, Pa., U S A. 2-25-3m

WANTED by an importing house, An experienced Leaf Tobacco Salesman, who is well acquainted with the trade west of Buffalo. Answer, giving full particulars. S. H., Box 600, Tobacco World, 11 Burling Slip, New York. 1t

WANTED—An experienced leaf salesman to cover the State of Pennsylvania for an importing house, one who is familiar with the trade. Good references required. Address Box 60, care of The Tobacco World. 3-18-2t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE—Fifty (50) J R Williams Red Suction Tables, in good condition will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.

Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

Trade-Mark Register.

GENTLEMAN OF FRANCE. 14,002.
For cigars, cigarettes, cheroots and stogies. Registered March 16, 1903, at 9 a. m., by S. R. Moss, Lancaster, Pa.

NATIONAL RIBBON. 14,003
For cigars. Registered March 19, 1903, at 11 a. m., by I. Grosshandler, Philadelphia, Pa.

SILVER STAR. 14,004
For cigars. Registered Jan. 24, 1903, at 9 a. m., by Stumpf Bros., Lancaster, Pa.

U. I. O. 14,005
For cigars, cigarettes, cheroots and tobacco. Registered March 23, 1903, at 9 a. m., by Commercial Tobacco Co., Bedford City, Va.

REJECTIONS.

Special, Conqueror, Peachy, El Norma, La Sarto, Congress, Metropolitan.

CORRECTION.

Itannicnic Mutual Aid registered March 14, 1903, at 9 a. m., for Geo. E. Snyder & Co., Cincinnati, O., should have been Itannicnic Mutual.

SAN FRANCISCO LEAF MARKET

Has Been Dull and Unsteady—General Trade Conditions Good—Tobacco Items, Personals, Etc.

San Francisco, March 17, 1903.

The leaf tobacco business during the last week has been dull and unsteady, but the manufacturers are being rushed and are still adding men. If this continues as it is expected to the leaf business will soon be very active. Wholesalers have been doing a steady business in a humdrum way. The many deals offered do not seem to make much impression on trade, which is steady, but not rushing.

D. Erdrich, Pacific coast representative of the El Sidelo cigar, whose headquarters are in the cigar department of Wellman, Peck & Co., wholesale grocers, will start soon on an eighty days' trip through Washington and Oregon.

L. A. Sawyer, manager of the Las Dos Naciones Mexican cigar, at 233 California street, has just returned from a successful trip through the interior of the state. Mr. Sawyer is making many converts for his tobacco and they are mostly smokers of Havana cigars. He is compelled to move from his present location on account of repairs to be made in the building. If possible he will secure new quarters on the same street.

Sideman, Lachman & Co., manufacturers of fine cigars, at 212 Battery street, have taken on the Porto Rican line of the West Indies Cigar Company and are well pleased with the way in which the cigars are taking. All of the company's traveling men are out on the road and sending in good orders. They have a bigger force of travelers than they have had before and plan to add two or three more within a month. They are contemplating a change in their representative in the Northwest.

S. Goslinsky, of E. Goslinsky & Co., leaf dealers, together with Al. Ehrman, of Ehrman Bros., will start this week on a pleasure and business trip through important points in the east and south.

A new cigar factory has been opened at 3070 Twenty-fourth street. Paul Newman is the proprietor.

Theodore Findler, a cigar manufacturer of San Mateo, was in town last week laying in new supplies. He says that

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION
OF
$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO"
"CUBANOLA"
"GEO. W. CHILDS"
"JACKSON SQUARE"
"PREMIOS"
"EXPORTS"
"LA BELLE CREOLE" (10c)
"FONTELLA"
"RENOWN"
'SALVA FUMA"
'SANTA BANA"
"PEOLA"
"SMOKETTES"
"COLUMBIA" (10c)
"DOWLEDO"
"WEGO"
"NERVE"
"STAR"
"LILLIAN RUSSELL"
"TURCO"
"VELVET"
"CONTINENTAL" (10)
"DETROIT FREE PRESS"
"SIONA"
"SPANIOLA"
"TWO ORPHANS" (2 for 5c)
"BENEFACTOR"
"FLORODORA" (3 for 10c)
"FLORODORA OPERAS" (5 for 10c)
"PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?
(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15.000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75,000.00
	35,213		
	35,213 persons		***$142,500.00***

Every 100 bands from above named cigars will entitle you to four estimates.
[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,195,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952,758	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.
Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the fignres are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.



E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR

EVERY DAY

Chief Rabban *Lady Mar*
Wyoming Elk *Ortho*
La Caribbean *Nickname*

Quality Counts in the product of

The Penn Cigar Co., Reading, Pa.

JOHN H. WITTER,



Newmanstown, Pa.

Manufacturer of

Fine Havana Hand-Made

CIGARS

LORD GLOSTER, 10c.
Henry W. Sage, 10c.
Dundreary, 5c.

WM. H. REDCAY

READING, PA.

MAKER OF

HIGH GRADE HAND MADE **Havana Cigars**

UNION MADE.

Famous Brands:

RINGOLD and FUDGE, 5c.

KEY WEST HAVANA, 10c.

Write for Prices. Jobbing Trade Solicited.

his town is doing a bigger business on account of the new electric line there.

On account of the death of the mother of Mrs. Goldberg, wife of A. Goldberg, of Conradi & Goldberg, leaf dealers, the quarters of that company, on Montgomery street, were closed for a few days last week.

The local Cigar Makers' Union has succeeded in taking up sufficient money in contributions to carry on an extensive system of poster advertising of local union-made cigars.

Kohlberg & Co., dealers in leaf tobacco, on Washington street, report that they have en route three cars of Connecticut, a big shipment of Havana wrappers, a lot of Mexican wrappers and a car of '99 Pennsylvania B's.

B. W. McIntosh, Pacific coast representative of Lucky Strike tobacco, made his luckiest strike last week, when his wife presented him with a bouncing baby girl.

The Hoffman Cigar Company is going to move from Sansome street back to Turk street, opposite the location they formerly occupied.

Articles of incorporation of the Scheunert Bros. Company, have been filed, with the principal place of business at Sacramento, Cal. The object of the company is to conduct a wholesale and retail cigar store, and to manufacture and sell goods and merchandise of all kinds. The capital stock of the company is $25,000. The directors are C. E. Scheunert, W. R. H. Scheunert, O. Klink, C. C. Geiger, and Emma Scheunert.

Fred Abell, formerly of Portland, Ore., is making preparations to open a cigar factory at Marshfield, Oregon.

J. M. Ellis, it is rumored, will sell his cigar store at Wenatchee, Wash. D. F. Gibbs is advertising his cigar and tobacco store at Tacoma, Wash., for sale.

NEW YORK RETAILERS MEET

At the meeting of the Retail Cigar Dealers' Association of Greater New York, in Maennerchor Hall, on the evening of March 24, a communication was received from Behrens & Co., Rabell, Costa & Co., Fernandez, Cifuentes & Co., and Calixto Lopez & Co., of Havana, forwarding price lists of the cigars made by these independent manufacturers.

President Freeman announced that the buildings at 705 and 707 Third avenue had been leased as a distributing depot by the Association.

R. E. Lane stated that the Association's coupons will be issued this week. Coupons are to be sold to members at $1.50 a thousand. The Association, he said, would give much better premiums than any one of the coupon companies. One of the stores on Third avenue will be utilized for the display of the premiums. He said that the Universal Tobacco Co. had offered the coupon committee, as a present, a plant worth $5,000.

E. V. D. Paul, of the Universal Tobacco Co., said his Company realized that the Association's fight was its fight, and that if the Association was beaten the Universal had better get out of business. His speech was rewarded with applause.

G. M. Wechter, *Established 1883*

Manufacturer of

Cigar Boxes

GOLD LEAF PRINTING a Specialty

Akron, Pa.

G. S. TRUMP & CO.

Manufacturers of **CIGARS**

SPECIAL BRANDS to Order. **Allentown, Pa.** Correspondence Solicited.

Makers of **Red Seal, Uncle John, 5c. Standard and Fair Lillian.**

CHAS. TOLE & CO.

Packers of **Leaf Tobacco**

James and Prince Streets,

LANCASTER, PA.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited.

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.



E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible. Selected B's and Good Tops a Specialty.

SONDHEIMER & SMITH,

Packers of and Dealers in **LEAF TOBACCO**

LANCASTER, PA.

P. L. Leaman & Co.

Packers and Dealers in ***LEAF TOBACCO***

145 North Market Street,

Lancaster, Pa.

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,

Packer of and Dealer in ***Leaf Tobacco***

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart

Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

201 and 203 North Duke Street,

LANCASTER, PA.

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St., Lancaster, Pa.

B. F. GOOD & CO.

PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street

LANCASTER, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.

Shipping Station, East Earl.
H. L. WEAVER. E. B. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.


Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

A. W. ZUG
High-Grade Cigars
EAST PETERSBURG, PA.


Recommended for Exquisite Aroma and Excellent Workmanship.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY


R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.

WE CAN SAVE YOU MONEY
When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Books,
Etc

THE STERNBERG MFG CO.

Ask for Our Catalogue No. 5
IT ILLUSTRATES 1500 of the LATEST AND UP-TO-DATE CIGAR MOLD SHAPES AND A COMPLETE LINE OF CIGAR MAKERS' SUPPLIES

Main Office and Works, 1702-1712 *West Locust Street, DAVENPORT, IA., U. S. A.*

CINCINNATI TOBACCO ITEMS.

The New Straus Cigar Stores—Retailers' Association to Hold a Smoker—High Waters Have Subsided—Notes.

Cincinnati, O., March 23, 1903

Henry Straus will have his Grand Opera House store ready for his wholesale department about April 1. Contracts for the fixtures for this store and his retail store at Fifth and Walnut streets will be let this week. Possession will be taken of the Fifth and Walnut streets store June 1, but owing to the elaborate design of the fittings, Mr. Straus says he does not expect to be ready for business until some time in July. This store promises to be the finest equipped cigar store in the United States.

Samuel Straus, president of the Retail Cigar Dealers' Association, returned Saturday after an absence of two weeks on business. He says he will call a meeting of the Executive Committee, probably for Friday, when a definite date will be fixed for the proposed smoker. Mr. Straus said he knew nothing whatever of the reported rumor that the Retail Cigar Dealers' Association had in any way recognized or associated itself with any union or label league. Oscar Gassman, secretary of the Cigar Dealers' Association, stated that he had heard some talk about his association and the labor union banding together, but if anything of the kind was anticipated nothing could be done about it until the next stated meeting of the Association.

The American Cigar Mold Company's factory on West Front street was closed down for a few days on account of the high water, but is now getting out delayed orders rapidly. Mr. Benedict states that the company celebrated its first anniversary last Saturday, March 21, in the manufacture of cigar molds, and is highly gratified at the success attained in the first year.

Mr. Biens, of Biens & Martin, was busy selling a bill of leaf tobacco when your representative called this week, but stopped long enough to say that prospects are flattering for a good trade from now on.

Sam Hirsch, of Hirsch Bros., did not return from his usual weekly trip Saturday. His brother says he must be doing a land-office business to be kept away over Sunday.

Mr. Bejach has returned from a short business trip and reports business very encouraging.

The leaf tobacco market closed strong Saturday, and the largest sale of the season was held at the Cincinnati Miami Warehouse. One hundred and fifty cases were sold at good prices. The sale comprised mostly seeds, but a few cases of old Spanish and Dutch were in the lot. Seed leaf men feel enthused at future encouraging prospects.

Bart Schmidt, formerly with R. Meier & Co., Second and Vine streets, has purchased Mr. Meier's interest and the firm name is now Bart Schmidt & Co. The quarters of the old firm are retained.

The Ohio River has finally found its proper channel and our tobacco friends in the bottoms are in better humor than they have been for the past month. Firms along Front and Second street, who handle leaf, had ample time to remove it to dry quarters and suffered no damage, except muddy cellars. Business generally has resumed its normal condition.

—Kentucky manufacturers, it is said, are evading the $10 tax on cigarettes, levied by the State, by wrapping their cigarettes in mild leaf and calling them little cigars.

MILWAUKEE AND NORTHWEST NEWS

Retail Business Quiet in Milwaukee—Personals—United Cigar Manufacturers May Locate Warehouse at Portage, Wis.—Newly Invented Tobacco Case—Two Small Strikes—Trade Notes.

Milwaukee, Wis., Mar. 23, 1903.

The past week has been a quiet one for the retailers in the downtown districts, and there is more or less complaint regarding the falling off in sales. Retailers on the West Side, along Grand avenue, are much incensed over the action of a certain druggist who occupies a prominent corner where traffic is heavy. He is selling popular brands at cut rates and has practically corraled the medium-priced trade in that locality. Seven 5-cent cigars, such as the Owl, Jackson Square and other well known brands, are being sold at the ratio of seven for 25 cents.

The Florsheim Tag Company has opened a gift store at 432 Jefferson street, just east of the Hotel Pfister, where two large show windows are used in displaying the various articles given away for coupons. The company has enjoyed a rush of business ever since its opening a week ago.

Mose Greenabaum, of Calero & Co., New York, was in the city Monday and Tuesday last, leaving Tuesday night for the Northwest.

I. M. Lederer, of Garcia, Vega & Carcara, New York and St. Augustine, called on Leo Abraham, Fay Lewis & Co., and other dealers during the week.

Isador Frey, of E. Redenburg & Sons, New York, called on Sam Kind & Bros., and other dealers handling the American cigar.

The Wells street store of Leo Abraham is having a big run with the John Bright 5-cent cigar, manufactured by Schwartz, of New York. A fine display of the Tadema cigar, manufactured by Lopez, is made at Abraham's Iron Block store.

Milwaukee bowlers who frequent the store of Sam Kind & Bros. have created a run on the Tom Reed, manufactured by a Philadelphia firm.

NORTHWEST TRADE NEWS.

The United Cigar Manufacturers, of New York, have decided not to accept the offer of the LaCrosse Chamber of Commerce of a site on which to erect a large warehouse. They may locate it at Portage, Wis., instead. William S. Brill, who represents the New York company, has submitted a proposition to the business men of Portage which calls for the erection, by local capital of a warehouse which the United Cigar Manufacturers will lease for a period of ten years or longer at a rental that shall be 6 per cent. on the investment. The company already has a large warehouse at Viroqua, Wis.; also warehouses at Edgerton, Westby and Viola, Wis. Mr. Brill has informed the citizens' committee of Portage that is now looking after the matter that he would prefer a building 100 by 300 feet, and promises to give employment to 400 hands providing they can be secured.

W. S. Heddles, of the Heddles Lumber Company, Edgerton, has recently invented a tobacco case which is believed to be an improvement over anything that has yet been put on the market. The new invention lies in a detachable cover that can be removed quickly without the drawing of nails and at the same time preserves the strength of the case. The new case can be offered at only a slight advance over the ordinary box, and this can be saved in labor at sampling. A few samples will be introduced this season and the case given a test of its advantages with some of the large packers.

Three tobacco warehouses at Janesville have already finished assorting and

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

This cut represents the Style of Package used on

THREE SEE! REGISTERED.

3 for 5

SPECIALS

Write for Samples and Prices. *TO JOBBERS ONLY.*

PHARES W. FRY---Lancaster, Pa.



A sure cure for Dry Cigars and Tobacco. A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 4x11x30 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x7x17 for each wall case shelf; 8x18x60 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

USE OUTDOOR DISPLAY

We Furnish Estimates To Advertise Anywhere

PAINT OR POSTER

Sketches and Designs FREE

The BILLPOSTING SIGN CO.

814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings

Submit sample by mail and put name and address on parcels

INTERNATIONAL TOBACCO COMPANY

204-206-208 East 27th Street, NEW YORK

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 6 Tobacco Cipher

Hopkinsville, Ky

packing for the present, but at least two of them expect to secure enough more tobacco to keep them busy for some time to come. The warehouses which have closed are those of J. A. & T. A. Ryan on Holmes street; T. E. Welsh, on West Milwaukee street, and A. N. Jones, on North Main street. These houses are temporarily out of tobacco and expect to resume work after an intermission of ten days. Just how long operations will continue after that the proprietors of the warehouses are not in a position to say.

Five members of the Cigarmakers' Union recently organized at Juneau, Wis., who have been employed at the shops of the Standard Cigar Company, went on a strike early in the week at the call of a walking delegate from Fond du Lac. It was claimed by the strikers that they had no complaint to make regarding long hours or low wages, but rather on the distribution of wages, a poor maker receiving as high wages as the skilled employe. New men were brought in by the Standard Cigar Company, and some of the strikers have returned to work.

As a result of the strike of 100 sorters at Brodhead last week, the American Tobacco Company has closed its warehouse and will ship the tobacco to Madison and Janesville to be handled. This leaves Brodhead without any assorting tobacco warehouse.

Bullock & Peat, the Racine retailers, who recently purchased the business of Richard Lobbes in that city, have sold out to W. J. Hax. Mr. Bullock is considering an offer from Reid, Murdoch & Company, Chicago, to take their line of well known brands throughout Wisconsin and the Upper Peninsula.

R. S. Page, a prominent retail cigar dealer of Racine, Wis., has made an assignment. Losses from poor collections is given as the reason for the failure. W. H. Carpenter has been appointed assignee.

Edward Schowalter, who for many years conducted a wholesale cigar business at Racine under the name of the National Cigar Company, is seriously considering taking up the business again. Mr. Schowalter is known throughout Wisconsin and enjoyed a large trade when in business.

C. H. Johnson, the Ellsworth, Wis., cigar manufacturer, has recently put out cards advertising two of his brands, Honest Labor and Home Trade.

Charles Wileman has purchased the cigar stand in the Schuneling block, Edgerton, Wis., of H. Wesendonk and will take possession April 1.

Ed. Lawrence, head clerk at the Morrissey cigar store at Edgerton, Wis., who has been seriously ill, is now convalescent.

C. M. Pierce, the Plainfield, Wis., merchant, will open a retail cigar store in that village. His stock is being purchased in Milwaukee.

The funeral of Hermann Rose, the well known cigar manufacturer of Watertown, was held last week.

H. W. Hall has purchased the cigar store of E. E. Freitag at Mauston, Wis., and will probably go into the manufacturing business shortly.

Alex Wanner, who has conducted a cigar store and steamship office for many years on South Second street, La Crosse, Wis., died last Monday. The funeral was held Wednesday.

Wisconsin raises as much tobacco as it does bread; or, in other words, the value of the tobacco crop equals that of the wheat crop. In point of value the tobacco crop also equals the cheese industry of the State. Each of these industries is estimated to bring about $7,000,000 a year to the people of the State. The tobacco industry, like the cheese business, is confined to a few sections of the State. Crawford county is fast working its way to the front in tobacco culture.

It is estimated that the leaf crop in Wisconsin last year aggregated about 70,000,000 pounds, which at the conservative price of 10 cents a pound would be worth $7,000,000. Last week a sale was made at Edgerton at 13½ cents a pound, but not much of the product brings that price. Considering the acreage, tobacco is probably the most profitable crop grown in the State. Last year about 45,000 acres of tobacco were grown in this State against 550,000 acres of wheat, 560,000 of barley, and 250,000 of potatoes, all of which crops were about equal in point of value. It is estimated that the yield of tobacco an acre was 1600 pounds, which at 10 cents a pound brought the grower $160. It can be seen from this that few agricultural crops are more profitable to the farmer.



G. A. KOHLER & CO.

WHOLESALE MANUFACTURERS OF

CIGARS

Factories, York and Yoe, Pa.

Leading Manufacturers in the East

Five Cent Goods Unequaled for the Money.

Daily Capacity, 100,000 to 125,000





Great Sire

A National Leader in Five Cent Cigars

MADE BY

J. E. Hostetter, Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."



La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades

Correspondence solicited.

Samples on application

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND; the ESSIE Brand.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.





B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS,

LA CUBANA CIGAR FACTORY No 463

ESTABLISHED 1871.

High Grade Cigars.

DALLASTOWN, PA.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.

G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

Says The Tobacco World is All Right.

TOBACCOS — PLUG, SMOKING, FINE CUT, CIGARS

OFFICE OF

LEE OMOHUNDRO,

103 Board of Trade Building,

Little Rock, Ark., March 3, 1903.

The Tobacco World Publishing Co.,

Philadelphia, Pa.

Gentlemen:

Enclosed herewith find check for $1.00 paying subscription on your paper for the year of 1903.

The TOBACCO WORLD is alright.

Yours very truly,

Lee Omohundro

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

With the growers there is not much stir in the tobacco trade. With the outlook in the near future of the establishment of the corporation warehouse or warehouses, the local branches taking stock in the valley corporation, the grower seems to be assured of a competent man or men to deal with the buyers' corporation or trust, and as a consequence the growers are not offering, nor are the buyers seeking. In my opinion there is a firmer demand than at a corresponding date last month. I notice a few sales and at as good or better rates than any prices given last month, or thus far this month. A contemporary, in speaking of the corporation, says: "While the acreage pledged to the proposed New England Tobacco Growers' Corporation is rolling in steadily, it would be an easy matter to close up the work of the organization if every grower would interest himself actively in the matter of securing pledges for the 5,000 acres at once.

One of the most enthusiastic in the work is Albert Ford of Suffield, Ct. In his own local district by a little personal work he has secured the pledges of 353 acres. Meetings have been held in Hatfield, Whately and Conway, and are to be held in other towns. In the various towns there seems to be men enough if they could be assured of the success of the organization. It is said that over 1,000 planters of 3,000 acres or more have already suscribed to the proposed tobacco corporation. The list may be larger by the time the shareholders are called together. The meetings have all been addressed by wide-awake men, who not only understand the growing, but the assorting and force sweating and also the selling of not only their own crops, but that of other's raising. The sales are very few and not very pleasing to the grower.

Our correspondents report as follows:

Hinsdale: "I have to report the sales of two lots of tobacco the past week to Boyle of Hatfield, Mass.; William Fails, 4 acres of 1901 crop reported, 10c; L. Wellman, 2,700 pounds, one-half at 10c, the balance at 5c in bundle. There are several other crops in town not sold, as good as ever raised in town."

Conway: "I have to report the sale of two lots, J. B. Pockard and Charles Willis & Son, to Pease, of Hatfield, Mass., at 10c in the bundle.—American Cultivator.

BALDWINSVILLE, N. Y.

The improved condition of the roads has been taken advantage of during the past few days and the buyers who are in the market have purchased a number of crops. J. Wallace Lee, representing Gieske & Niemann, of Baltimore, is reported as having bought a number of crops in the bundle and on Monday a large amount of tobacco was received by his firm. Northrop & Son, of Lysander, are still in the market and are handling their purchases at their warehouse in Lysander, where they have a large force engaged in assorting. Representatives of Farnham & Reynolds, of Corning, have bought a number of crops during the past few days and are receiving today at the D., L. & W. R. R. freight station, shipment being made to Corning. Among the recent purchases of this firm are the following: Nisse Peterson, 9cs at 7c; Daboll & Kinney, 21cs at 9c; Daboll & Cleverly, 8cs at 6½c; C. M. Snow, 13cs at 8c; Willis Walker, 12cs at 8c; Burr Giddings, 3,000 lbs. at 5c in bundle; Simon Bulger, 6,000 lbs. at 6c in bundle; Wm. Ellison, 2,000 lbs. at 4½c in bundle; Leonard Whitbeck, 2,000 lbs, at 5c in bundle.—Gazette.

EDGERTON, WIS.

Another week of bad roads has interfered with the movement of tobacco men, both in regards to purchases from country hands and also holding back deliveries as well. Some new goods are being sold but trading is mainly in the cheaper grades and in some cases under sacrifice because of the indications of an early spring.

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

Fine OHIO TOBACCO

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Finely packed, from the choicest growing sections.
Samples carefully sent on application.
Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. JOHNS,

Office:---McSherrystown, Adams Co., Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.



Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F B. ROBERTSON,
Factory Representative for Pennsylvania.



Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

Busted
The insane idea that no one one but the Trust can manufacture tobacco, or that nothing else will sell. Our goods are right, and the man behind the counter can sell them against all others.
Wake Up from Your Lethargy
with a smile; you are not dead, only the Trust squeezed you rather hard.
It Will Revive You if You Sell Our Union-Made Goods.
TAYLOR BROS. TOBACCO CO.
INDEPENDENT TOBACCO MAKERS
Reading, Pa.
5 UNION FACTORY

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

E. C. Tallard purchased 178cs of 1901 packed by W. H. Brinkhoff at Cottage Grove. McIntosh Bros. have picked up about 200cs recently of old leaf largely of the export type.

The first sale of packing of the new goods of any consequence is made public in a deal closed at Westby last week, when 1,700cs of 1902, packed by Shannon & Eckhart, was sold to L. Bamberger & Co. of Philadelphia.

The packing season is drawing to a close with some of the smaller packing firms, relieving help that will enable all to finish up warehouse handling at the usual time. The bundle bulks, however, have commenced to warm up since the advent of springlike weather.

Shipments, 648 cases.—Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Receipts for the week, 923; offerings on the breaks, 94 hhds; public and private sales, 95 hhds. There was no material change in qualities or prices.

The length of the rainy spell is almost unprecedented, and the delay in sowing a full proportion of the plant beds may result in the plantings being later than usual.

The Mississippi river has not been able to carry within its banks the floods that have poured into it, with the consequence of broken levees and lands overflowed for many miles with much loss of property and some lives, and perhaps the worst has not yet come.

QUOTATIONS:

Low Lugs	$4 25 to $4.50
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5 75 to 6.25
Low Leaf	5 25 to 6.50
Common Leaf	6.75 to 7.25
Medium Leaf	7.50 to 8 50
Good Leaf	9 00 to 10.00
Fine Leaf	10 50 to 12.00

HOPKINSVILLE, KY.
M. D. Boales.

There is but little movement of new hogshead tobacco; only private sales of Lugs and Common Leaf direct from the factories. There was a private sale this week of a large lot of Lugs at 5¼c for Common to Good. Everybody wants Common or low price tobacco; yet the price is high as compared to Medium and Good Leaf. Old tobaccos are in good demand at 5½ to 6½c for Lugs; Leaf—Common, 6½ to 7c; Medium, 7 to 8½c; Good, 8 to 10c.

NEW CROP.

Lugs Low—4 to 4¼ Com., 4¼ to 4¾c; Med., 4¾ to 5¼c; Good, 5¼ to 6c.

Leaf Low—5¼ to 5¾c; Com., 6 to 7c; Med, 7 to 8c; Good, 8 to 9½c.

Loose sales continue active and liberal—Lugs, 4 to 5½c; Leaf, 5 to 8½c.

Continued wet weather has delayed seeding plant land, and but little has been prepared up to date. This will necessarily make late planting and will likely curtail the crop, as planters are not much pleased with the tendency of tobacco prices.

Receipts for the week, 425 hhds., for the year, 4,235; Sales for the week, 99, for the year, 696.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Yacca, Izer, Izzer, Mail Bird, Harrier, La Pelota, La Pama, La Ria, El Rizo, La Roma, La Vidia, La Cayola, La Meida, Uncle Joe, Access, New Thought, Belleza de Cuba, Dulzura de Cuba, Down the Line, Recompanza de Cuba, Approvance, Colono de Cuba, Christopher Sly, From Start to Finish, Si. Perkins, Len Gansett, Lim Jucklin, Auxiliator, Mona Mejor, Belleza de Habana, Arpa de Oro, Diadema Real, Estrella Feliz, Bandera Real, Marca del Noble, Cauteloso, Diadema de Cuba, La Lambelle, Cetro Real, Virgo Hoja, Selecto Mango, Repeato, Signo Privado, Flor de George B. Cortelyon, Westfield Arie No. 300 F. O. E., Flor de Sarasate, Careaway, Smoking Drives, Boothby's Square, Moro de Tempa, Pepsi-Cola, Union Shingle-weaver, Home Commerce, National Commerce, Lord Protector, El Celicola, Defrosa, Medalla Real, Spargo, Bonzor, Deli Sequassen, Villa Gloria, Castillo de la Fuerza, Abdul Ali, Oro de Habana, Havana Palms, Calaveras, El Refresco, San Rio, Star Palm, Palma de Mundo, Banker's Union of the World, Nathalie, Leocarda, Kapila, Vardenola, Alton Girl, Mrs. Wiggs, Proud Prince, Prime Crop, A Happy Miner, Union Beauty, Clement Did It, Pennville, Potter's Pride, Trust-Fighters, Bull-English Mixture, Puro de Tampa, Pittsburg Smile, Queen's Court, La Eschholzia, Corn Region, Hospitality, Pico Mahaye, Pico Mindanao, Flipp Boys, Elkdom, Roosevelt's Invincibles, Adam Fine, Alton Girl, Cow Boy Girl, First Run, Fresh One, Triangular, City Base Ball Club, Manistique Base Ball Club, Detroit Bridge, International Bridge, Railroad Bridge, Detroit and Windsor Bridge, Union Bridge, Du-Ko, The 13th District, Knights of the Royal Ark, Flor de Chevalier Bayard, Fraueta, La Pampas, El Lanos, Beatres, Sharlot, Erris, Merida, Jewelo, Dorothy South, Winged Horse, Flying Horse, Noweeta, Charles F. Haviland, The Hague, Carnie, Marie Cahill, Manitisque Court House, C. & H., Agnes, Dorinda, Viletta, Bengalita, Union Queen, Union Bird, Dr. Bull, Les Beaux Arts, Smiling Isle, El Jolo, David Bispham, Union King, Ben Mizra, El Kadir, Abdur-Rahman, Donna Sara, Bull Tuck, Royal Buffet, Bosto.

—The Mexico City Herald, of Mexico, says that a tobacco war is raging in the United States, where dealers give away choice weeds to get people to enter their shops

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
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NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
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NEW YORK.
CHICAGO. CINCINNATI.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

Thos. Ths. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET. NEW YORK.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

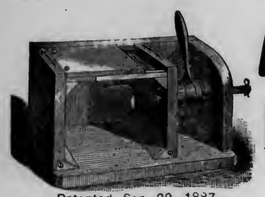
Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
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Cor. Howard & Boundary Avenues
YORK, PA.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St. 63 & 64 South St. 91 & 93 Pine St.
BONDED STORES: 182. 186. 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O: H. C. W. Grosse, 233 Warren st., and H Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

FRANK RUSCHER. FRED SCHNAIBEL
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN

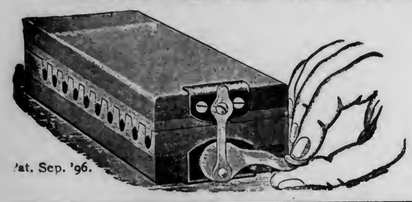
Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press


Patented Sept. 1896


Pat. Sep. '96.

Office, 141--143 Cedar Street,

WAREHOUSES:

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READING, PA.

Box and Cigar Factories Fully Equipped at short notice

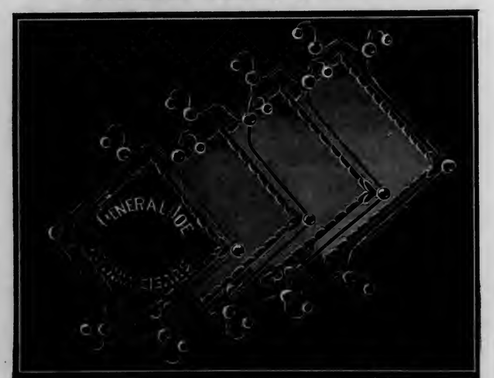
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

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SUCCESSORS TO THE

PITTSBURG MIRROR & MFG. CO.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	5 inch	7 inch	8 inch.	9 inch
With Ads. Per 100	$55.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

WILLIAMSPORT, PA.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Business Changes, Fires, Etc.

California.

Pomona. George B. Palmer, cigars, sold out to A. J. Bush.

Redlands. Titus & Heilman, cigar manufacturers, sold out to J. D. Morris.

Colorado.

Denver. J. D. Ross, suffered by fire.

Georgia.

Atlanta. P. Z. Fretwell, of the El Tedesco Cigar Co., cigar mfrs., withdraws.

Indiana.

Indianapolis. Sam. T. Murbarger, cigars, etc., chattel mtge., $700.

Iowa.

Clarinda. Byerly Cigar Co., sold out.

Kentucky.

Henderson. Robards Tobacco Co., burned out; insured.

Massachusetts.

Boston. Oscar G. Petterson, cigars, bill of sale, $1.

New York.

Newburgh. David L. Kidd, cigars, assigned.

Ohio.

Bellefontaine. John Russell, cigar manufacturer, chattel mtge., $125.

Cleveland. Fox & Cohen, cigar manufacturers, burned out.——Joseph Loveman, cigar manufacturer, fire loss.

Oregon.

Portland. Laurie & Scholl, cigars, damaged by fire.

Pennsylvania.

Philadelphia. Popper, Doddy & Jourdan, cigar manufacturers, dissolved; succeeded by Doddy, Jourdan & Co.

South Carolina.

Aiken. Eagle Novelty Association, cigars, etc., dissolved; succeeded by Oliveros & Jordan.

Washington.

Ritzville. Gribbling & Almberg, cigars, etc., dissolved; Almberg continues.

Spokane. J. M. Adkins, cigars, etc., burned out; insurance, $400.

Tacoma. J. G. Brecht, cigars, etc., sold out to Galey & Hayes.——D. Gibbs, cigars, etc., sold out.

Wisconsin.

Milwaukee. John C. Schilling, cigars, dead.

PATENTS RELATING to TOBACCO, Etc.

722,829 Cigarette-making machine; Antonio Fernandez y Fernandez, Havana, Cuba.

723,512 Cigar box; August Nederland, Brooklyn, N. Y.

722,746 Device for producing continuous strings of tobacco for cigarette-making machines; Josef Paul, assignor to Feinmaschinenbau G. Calberla, G. M. B. H., Dresden, Germany.

—An Iowa man claims to have a sure cure for the tobacco habit. There is so little demand for the cure that he has gone to work.

Phones: { Keystone, 67-70 Main. Bell, 62-39 A

MUNJURA

Turkish Cigarettes

Manufactured by

M. KAUFMAN & CO.

Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail

504 S. 5th St., Philadelphia

Manhattan Briar Pipe Co

Manufacturers of

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SMOKERS' ARTICLES

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Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

M. Kleinberg,

219 North 2d Street, Phila.

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Quickly secured. OUR FEE DUE WHEN PATENT OBTAINED. Send model, sketch or photo. with description for free report as to patentability. 48-PAGE HANDBOOK FREE. Contains references and full information. WRITE FOR COPY OF OUR SPECIAL OFFER. It is the most liberal proposition ever made by a patent attorney, and EVERY INVENTOR SHOULD READ IT before applying for patent. Address:

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PATENT LAWYERS,

Le Droit Bldg., WASHINGTON, D. C.

JACOB G. SHIRK,

40 W. Orange St., LANCASTER, PA.

Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke, **KING DUKE 2½ oz.**

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of **High-Grade Turkish & Egyptian Cigarettes.**

P. S.—I manufacture all grades of **PLUG, SMOKING and CIGARETTES** to suit the world. Write for samples.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

248 S. Front St. and 115 Dock St.

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Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

SPECIAL SALES OF LEAF TOBACCO

Consignments Solicited — Advances Made

Settlements Made on Day of Sale

JAMES PRANGLEY, Jr.,

First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.

27 E. Orange St., Lancaster, Pa.

LITHOGRAPHING — METAL EMBOSSED LABELS — METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS — ENGRAVING — EMBOSSING

Glycosine BEATS ALL

550 Times Sweeter than Sugar

Guaranteed Most Powerful, Agreeable, Cheapest & Best.

Write for Samples and Particulars

Heaquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.

FRIES BROS.

Manufacturing Chemists.

92 Reade Street, NEW YORK.

FOR SALE BY ALL DEALERS

VIRGINIA — PERIQUE



MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK

M. H. Clark & Bro — Cable Address, "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Leather Goods and Celluloid Signs

ARE

The Best of Advertising Goods

BECAUSE THEY ARE

MOST DURABLE, ATTRACTIVE and ECONOMICAL.

We make an **Unusually Large Line of Both**, at **Prices So Low** that they **Cannot Be Duplicated** anywhere else.

When it comes to New Ideas, We are just full of them.

Samples and prices cheerfully sent those who really mean to buy.



Epstein & Kowarsky, 351 Broadway, New York.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

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CORRESPONDENCE SOLICITED — 1e Droit Building, WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EISENLOHR'S Cinco CIGARS Philadelphia

Factories:
PHILADELPHIA.
TAMPA, FLA.

HEYMANN & CO.
Cigar Manufacturers,
214 South Fifth St.
Philadelphia.

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

"The Philadelphia"
A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
Samples sent to Reputable Distributors
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th Street, PHILADELPHIA.



Oblinger Bros. & Co.
Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

Pent's
TAHOMA
FIVE CENT
CIGARS
PENT BROTHERS,
Manufacturers,
PHILADELPHIA.

THE TOBACCO WORLD
ALWAYS SPARKLES
ESTABLISHED IN 1881
Vol. XXIII., No. 13.
PHILADELPHIA, APRIL 1, 1903.
ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.



E. Rosenwald & Bro.

PACKERS, IMPORTERS and EXPORTERS of

TOBACCOS

145

Water Street,

New York.

THE TOBACCO WORLD

The Value of Trade Paper Advertising.

BY EUGENE VALLENS.

IF you have a brand of cigars in whose merits as an article of merchandise you yourself believe, the best thing you can do, in my judgment, is to advertise it largely and constantly in the tobacco trade papers. That was the plan which I originated and to which I was constantly faithful throughout my career as a manufacturer. I am convinced that the success my firm's brands achieved was largely due to this method of advertising them. Cigar manufacturers nowadays do a great deal of talking, whenever the subject of advertising is broached among them, about "going directly to the consumer" with their brands; yet I have noticed that very few of these gentlemen do any advertising whatsoever. Their cards do not appear in the trade papers; their posters do not decorate the fences or blank walls of the great centers of population, nor do the daily newspapers profit in any way from their patronage. If a poster or a good-sized advertisement in a daily newspaper, or in the pages of a weekly or monthly periodical of general circulation, were at all a certain means of making known the merits of a brand of cigars, those media of publicity would be utilized by manufacturers far more than they are at present.

The reason why cigar advertising in daily newspapers is not profitable is that smokers do not look for cigar advertisements in their favorite dailies. Their eye catches only that which it is looking for. The men folks who read the daily newspapers skim through them; it is the women who read the advertisements, and that is why the big department stores take whole pages every day.

It is also the ladies who are in the great majority among the readers of the weekly and monthly periodicals, and the ladies do not buy cigars excepting at Christmas, and then they always make ludicrous mistakes, as the professional humorists never fail to point out.

Many manufacturers of cigars say that no sort of advertising pays; that the only way to get orders is to drum for them. I cannot believe that those who say these things can ever have given attention to the subject of advertising. To some of them any advertising proposition, however convincingly put, is unwelcome, because the profits to be looked for are remote. To others the initial outlay seems too great. And yet these manufacturers, I mean all of them, see in their trade papers, week after week and year after year, the large advertisements of competitors who find trade paper advertising the same successful way to get business that I found it. Strange, isn't it?

Brands of cigars advertised in the trade papers do not go "directly to the consumer," it is true, but they are seen by the very men whose good will is most to be desired, and to constantly advertise a brand in a trade paper is to make it so familiar to this valuable member of the trade that sooner or later he is sure to send in an order for it. Then, too, salesmen employed by manufacturers find it easy sailing to sell cigars properly advertised in the trade papers. The salesman who comes along with a non-advertised cigar is apt to find that both he and his brand are unwelcome strangers.

If the advertising rates of the tobacco trade papers were high, I could understand why cigar manufacturers should be apathetic about using these media, but they are so very moderate that I am astonished the weekly issue of each of them is not as big as an unabridged dictionary.

The smokers of the present day do not buy tobacco—they buy brands. No one knows this better than those who advertise their cigars in the trade papers. They advertise in the trade papers because they want to make their brands known to the man behind the counter, the very man, namely, who has the opportunity to bring their brands "directly to the consumer." In my opinion, they are very wise to follow this plan.

Eugene Vallens

TRUE TOBACCO ROMANCES.

XIV.—What Tobacco Did for "Hans Breitmann."

Charles Godfrey Leland, who died in Florence, Italy, on March 20, at the age of 79, is a conspicuous instance of what a life long addiction to the smoking habit can do for a fine literary brain, which is an intelligible way of saying something that he would have said much better.

Leland was well known in Philadelphia in the early days of the civil war as the assistant editor of the Philadelphia Evening Bulletin, but the whole book-loving world will always remember him gratefully as the author of the delightful Hans Breitmann Ballads, as the translator of Heine's poems and for a great number of books on the gypsies, on the folklore of Italy, and on many other subjects. His memoirs, published by D. Appleton & Co., in 1893, are among the most enjoyable books of their kind ever written.

In his youth Leland was very delicate, even sickly. He says it was not until he had learned to smoke that he began to grow strong. He took to smoking as a duck takes to water. His first cigar did not nauseate him, On the contrary it refreshed and invigorated him, cleared his brain and stimulated the sluggish action of the gastric juices. In short, smoking made a man of Charles Godfrey Leland. The best way to make clear how Leland was in very truth a favorite child of the Goddess Nicotia is to quote his own story of an experience of his while a freshman at Princeton. He says:

"It was usual for Freshmen to learn to smoke for the first time after coming to college, and for more advanced students to go to their rooms, or find them in others, and smoke them sick or into retreating. I, however, found a source of joy in this, that I could now sit almost from morning till night, and very often on to three in the morning, smoking all the time, being deeply learned in Varinas, Kanaster, and the like; for I smoked nothing but real Holland tobacco, while I could buy it. A party of Sophomores informed George Boker that they intended to smoke me out. 'Smoke HIM out!' quoth George; 'why he'd smoke the whole of you dumb and blind.' However, it came to pass that one evening several of them tried it on; and verily they might as well have tried it on to Niklas Henkerwyssel, who, as the legend goes, sold his soul to the devil for the ability to smoke all the time, to whom my father had once compared me. So the cigars and tobacco were burned, and I liked it extremely. Denser grew the smoke, and the windows were closed, to which I cheerfully assented, for I liked to have it thick; and [illegible] still more smoke and more, and [illegible] young gentleman who had come smother me grew pale, even [illegible] Porcupines grew pale when they tried to burn out the great Indian sorcerer, who burned THEM! But I, who was beginning to enjoy myself amazingly in such congenial society, only filled Boker's great meerschaum with Latakia, and puffed away. One by one the visitors also 'puffed away,' i. e., vanished through the door into the night.

"'Shall I open the window?' asked George.

"'Not on my account,' I replied. 'I rather enjoy it as it is.'

"'I begin to believe,' replied my friend, 'that you would like it in Dante's hell of clouds. Do you know what those men came here for? It was TO SMOKE YOU OUT. And you smoked them out, and never knew it.' Which was perfectly true. As for smoking, my only trouble was to be able to buy cigars and tobacco. These were incredibly cheap in those days, and I always dressed very respectably, but my smoking always cost me more than my clothing."

THE DISTRIBUTING DEPOT AT 705-707 THIRD AVENUE, NEW YORK.

Preparations are rapidly going forward at 705-707 Third avenue for the occupancy of those buildings as a distributing depot by the Retail Cigar and Tobacco Dealers' Association of Greater New York. The buildings were formerly utilized as a retail furniture store and are well fitted for the display of merchandise. Samples of all premiums to be distributed in exchange for Association coupons will be exhibited here. The meetings of the Association are also hereafter to be held at 705-707 Third avenue.

Robert E. Lane, who occasionally speaks in a way to mystify his friends, led the reporters who were present at the meeting in Maennerchor Hall on the evening of March 24 to believe that the Universal Tobacco Company had made a free gift to the Retailers' Association, of some kind of a manufacturing plant worth $5,000, when he spoke of that Company's co-operation with the Association's committee. E. V. D. Paul of the U. T. Co. says Mr. Lane referred not to any manufacturing plant but to information on the subject of coupons and premiums which was furnished gratuitously to the Association by the U. T. Co.

H. UPMANNS @ EDENS CHEAP

The cut in prices in New York on imported cigars has brought the big department store firm of Bloomingdale Bros. of Third avenue and 59th street into the field of action. In a card in one of the firm's windows it offers imported cigars "cheaper than any other importer or dealer." Here are some of the brands and sizes of the Bloomingdale offer:

Eden, clavelas,	16 cents.
Jefferson, perfectos,	16 "
H. Upmann, perfectos	16 "
La Devesa, olindos,	10 "
Beaconsfield, camelias,	8 "
Mi Capricho, alba,	15 "
" " conchas finas,	6 "

and 10 cent domestic clear Havana cigars for 5 cents.

Returning the Compliment.

Good Old Lady—I wouldn't smoke cigarettes, if I were you, little boy.

Diminutive Mucker—An' I wouldn't smoke 'em if I was you.—Harvard Lampoon.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D & T
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra
AND
Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
HAVANA AND SUMATRA SEED LEAF TOBACCO
IMPORTERS PACKERS OF
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE. Importers and Dealers in
LEAF TOBACCO COMPANY
ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS A LOEB
K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
301 & 303 NORTH 3rd ST.
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
1042-44 N ELEVENTH ST. PHILADELPHIA.
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y & N

WHAT $1.00 WILL DO.



The subscription price to **The Tobacco World** has been reduced, and is now only $1.00 per year. It is the first and **only tobacco paper in the world, published weekly at One Dollar the year.**

Subscriptions are **payable invariably in advance,** and remittances may be made by bank check, post office money order, or in postage stamps. Foreign rates are $2.00 per annum.

The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.
2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.
3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.
4. **The Tobacco World** is always the first to give **the news.**
5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.
6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.
7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.
8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

To secure **The Tobacco World** for one year fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by
GEORGE A. SCHUTTE.
Published every Wednesday
By the
TOBACCO WORLD PUBLISHING COMPANY
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager.
HENRY C. MCMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

Subscriptions Payable in Advance.

One year, one dollar; six months, seventy-five cents; single copies, five cents.

In all countries of the postal union, $2 per year, postage prepaid.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, 224 Arch Street, Philadelphia, Pa.

...GIVE . THE . BABY . A . NAME...



REGISTER YOUR NEW BRANDS
WITH
THE TOBACCO WORLD.

Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th, and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize-winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands" fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

Name .....

Street and No. .....

City and State .....



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World
11 Burling Slip, New York.

MR. VALLENS' PAPER.

The attention of every reader of The Tobacco World is courteously directed to the paper by Mr. Eugene Vallens published this week "On The Value of Trade Paper Advertising." Mr. Vallens talks sense. That is one reason why his paper is interesting. But his paper is chiefly valuable because the method of advertising recommended by Mr. Vallens is that which he himself practised with the most gratifying results throughout his own conspicuously successful career as a cigar manufacturer.

The only proper way to advertise a cigar is to advertise it big and all the time in the columns of the trade paper, and the columns of The Tobacco World are more valuable than those of any other tobacco paper, because The Tobacco World reaches everybody who is worth reaching.

Take Mr. Vallens' advice and advertise your brands in the trade papers, and particularly in The Tobacco World. Don't be disappointed if orders do not come flowing in immediately after the first insertion. Keep everlastingly at it. That is what Mr. Vallens did and he was satisfied with the results. It's what other successful cigar manufacturers have done, are doing, and will continue to do. If you are diffident about your ability to write an attractive advertisement don't hesitate to write to me. I won't charge you anything for writing the advertisement, and possibly I shall be able to write one that will please you. I want everybody to understand all the time that my time is at the service of the trade. I spare no pains to be of use—real use. I do not profess to know all that is to be known, but I do know where to find out what I don't know at first glance, and I defy any man to ask me a question concerning tobacco which shall not engage my instant and courteous attention.

Advertise, advertise, advertise. But don't neglect Mr. Cullman's sound advice to keep your factory constantly supplied ahead of time with a large stock of good tobacco.

THE CAPITALIZATION IN 1890 OF THE AMERICAN TOBACCO COMPANY.

Topeka, Kan., March 24, 1903.

Dear Medicine Man.

What was the capitalization of the American Tobacco Company upon its formation in 1890, and what was the capitalization of each of the five concerns originally forming the corporation? These questions have been suggested by your recent publication to the effect that the present capitalization of all the companies having their headquarters at 111 Fifth avenue, New York, is in the neighborhood of $600,000,000. HORACE R.

ANSWER.

The best answer I can give my correspondent is to reprint Mr. James B Duke's testimony before the Joint Committee of the Senate and Assembly of the State of New York appointed to investigate trusts in 1897. The questions and answers are as follows:

Examined by Mr. Lexow:

Q. Mr. Duke, the constituent concerns or companies that were first consolidated into the American Tobacco Company represented, so far as organization or incorporation incurred, how much in stock? A. The American Tobacco Company paid $25,000,000 stock, common and preferred, to the five original concerns which it bought.

Q. Twenty-five million dollars, common and preferred, for the five original concerns? A. That is about it; yes, sir.

Q. That was sub-divided, was it not; I mean there were sub-divisions made of the $25,000,000 and each concern got its appropriate share? A. Well, each concern was bought on its own merits.

Q. Yes, and received for the value that had been ascertained so much capital stock, common and preferred? A. Yes, sir.

Q. Or general, I believe they call it, in New Jersey, general and preferred? A. We always call it common; I would like to state that there was two concerns bought out that I didn't think of yesterday, when——

Q. What are those? A. The James G. Butler Tobacco Works, of St. Louis, Mo., manufacturers of plug tobacco, and H. W. Myers, of Brooklyn, Long Island, manufacturer of smoking and chewing.

Q. I forgot to ask you what was the amount of the capital stock of the concern in New Jersey; the old American Tobacco Company was at first organized; what was the authorized issue? A. Ten thousand dollars; it afterwards increased to $25,000,000.

Q. The $10,000 was the formal contribution required by the State of New Jersey; is that it? A. That was the subscription of the incorporators.

Q. And was that $25,000.000 increased afterwards to a larger amount? A. Yes; it was authorized to be increased to $35,000,000, and something over $29,000,000 has already been issued.

Q. Twenty-nine? A. I don't remember the exact figures—$29,000,000.

Q. Twenty-nine million eight hundred and thirty-five thousand? A. That is probably the correct amount.

Q. Has been issued? A. Yes, sir.

Q. These five original concerns, you say, received $25,000,000? A. Yes, sir.

Q. So that since the organization originally made—— A. (Interrupting.) No; they didn't receive $25,000,000; it was $24,990,000.

Q. How much of that did the concerns in which you were interested, receive? A. They received $7,497,000—well they didn't receive it, the stockholders of the concerns received it.

Q. I understand; the individual stockholders surrendered their shares? A. No; the individual stockholders signed a bill of sale with the company, I think—and the American Tobacco Company divided the stock that was paid for that business between the stockholders and the old Duke Sons & Company.

Q. Seven million and how much did you say? A. Seven million four hundred and ninety-seven thousand.

Q. Of which, how much was for what are known as "live assets?" A. We sold the business, Duke Sons & Company—sold the business, and they were to receive $3,000,000 in preferred and $4,497,000 in common, and we guaranteed that there would be a million and a half of live assets or active assets.

Q. One and a half million? A. Yes, sir.

Q. So that in round figures six millions of capital stock of the company was issued for what is known as good will, trade marks, processes, patents? A. Yes; and the machinery went with trade marks, good will and the business.

Q. What? A. The machinery also went with the trade marks, good will and business, patent and patent rights—

Q. What was paid separately for the four other concerns taken into the original organization? A. The Allen & Ginter stockholders received the same amount as W. Duke Sons & Co., I think.

Q. And on the same basis of compensation, six millions for good will, trade marks, etc., and the rest for what is known as live assets? A. Yes, sir; the Kinney Tobacco Company received $4,998,000 is my recollection.

Q. How divided? A. There was—he guaranteed that there would be a million dollars of cash or live assets; the balance was the trade marks, good will, business, machinery, patents, contracts.

Q. And that there—you have given now three, haven't you? A. Yes, sir; W. S. Kimball & Co. received $2,499,000; they guaranteed that there would be $500,000 of cash—live assets, not cash—and they received then $1,999,000—I want to look at the paper that I have got (examines document)—$1,000,000 for the good will, trade marks, patents, contracts and machinery.

Q. And now the last—A. Goodwin & Co. received the same amount—

Q. As the last named? A. Yes, sir.

Q. Will you now tell us how much that was for live assets and how much for good will? A. $5,000,000 live assets; $19,990,000 for the trade marks, good will, patents, patent rights, machinery and fixtures and contracts which the different concerns had.

By Mr. Mazet:

Q. $20,000,000 in round numbers? A. $19,990,000 actual amount.

By Mr. Lexow:

Q. That was for the original organization? A. Yes, sir; twenty-four millions and something.

Q. Was any form of calculation adopted that was applicable to each of these five in reaching the figures at which the stock was issued for inactive assets? A. The business of the different concerns was considered—

Q. Yes: A. Not only as to what they were doing, but as to what the prospects of the concerns were.

Q. Do you mean that you capitalized the earning capacity of the various concerns? A. No; we placed that at what we considered the proper value to place upon the trade marks, etc.

Q. How did you get those values—by computation of the earning capacity and capitalizing that? A. Well, that was considered.

Q. Or by an appraisement of the trade marks, good will and that sort of thing separately? A. Well, all these things were considered in placing the values upon them.

Q. Did you reach the figures showing the net profits of the concern and multiply them by any sum for the purpose of capitalizing the profits. A. No, sir; we didn't do it in that way.

Q. Will you please explain to the committee how you reached these figures? A. We first considered the relative value of the businesses; after that was determined we considered the value of the whole and we placed it at the figure which I have stated that the company paid for it.

Q. Who made the appraisement? A. Mr Ginter; Mr.—— I forget whether Mr. Hart or Mr. Kimball.

Q. For their concerns or for all? A. Well, we appraised it as a whole; Mr. Kinney is one of the parties who passed upon the values, Mr. Emory and myself; there were five of us.

Q. How many stockholders or interested parties were there representing the original five companies or concerns? A. How many was the total stockholders of the different concerns?

Q. How many were the number of stockholders interested, whether they were corporations, or partners, whether they were firms organized as incorporations, in the issue of this twenty-five millions of stock? A. In the case of Kimball & Co. I think Mr. Hart or Mr. Kimball were; in the case of Allen & Ginter corporation Mr. Pope, Mr. Arents Mr. Augustine, and I think that probably some other small stockholders; the Kinney Tobacco Company, Mr. Kinney, Mr. Butler and I think I heard that Mr. Kinney's brother was also a stockholder; there may be some smaller ones that I don't remember.

THE MEDICINE MAN.

GERMAN TOBACCO.

According to the report of the government statistician, there are in the German Empire 120,000 tobacco planters, who, in 1901, cultivated a plot equal to 1,700,000 acres, and raised 40,000,000 kilograms of tobacco. The value of this crop amounted to 34,000,000 marks ($6,800,000). Germany imported from foreign countries during the year tobacco valued at 120,000,000 marks ($24,000,000). The bulk of the German tobacco is raised in Baden, where the crop averages a value of 15,000,000 marks. Bavaria's crop usually averages 4,000,000 marks, while that of Alsace-Lorraine averages 3,000,000 marks. Practically every district in the empire raises more or less tobacco, as shown by Rudolstadt, which raised 2 kilograms, valued at 1 mark, and Schleswig-Holstein, where a crop of 32 kilograms, valued at 23 marks, was raised.

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

A Popular Leaaer for Many Years.



MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. LIBERMAN
Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA

S. Weinberg, IMPORTER OF Sumatra and Havana
Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant.
308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

Leberstein Bros. Makers of La Volga 5-cent cigar
434 Race Street, Philada.

L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

Read the Trade Journals.

MODERN business methods are changing more or less all the time—for the better, it is to be hoped; new inventions come to the market and affect trade conditions; new experiments in growing or packing are being made—in short, in all trades there is something going on all the time of interest or value and as a resut it well behooves merchants and dealers to keep in accord with current ideas and news. They can best do this by subscribing to their trade journal and reading it. A contemporary has the following to say anent the wisdom of reading the trade journals:

The reading of journals takes time, as well as the money required for subscription to such periodicals, but any business man could well afford the investment of the few dollars required yearly for the necessary books and papers, and one to two hours' systematic reading each day will be sufficient to keep him thoroughly well posted in all matters pertaining to his business. Rightly considered, it is not an expense or waste of time, but an investment in business education. I have heard men declare that it would be impossible to find the time for reading or study, as the requirements of their business were so exacting that every minute of the day was fully occupied. In such cases I have usually found that their time was chiefly occupied in doing the petty, routine work of their establishments, which, had they been more able business men, would have been performed by a clerk. To the head of a business who pleads "no time" for study or reading, I would say, "Take time, hire another clerk if necessary. If your brains cannot make you more money than your hands, you, of a certainty, need more business knowledge. Satisfactory help can easily be hired to perform the routine work of your store, but you cannot hire a man to do your thinking, and the driving of your business; at least not for any salary that you can afford to pay."

• • •

Store Hints and Suggestions.

Back up your salemen—back up your managers—back up your superintendents and foremen in whatever they do, and look to them for results. If the results are not satisfactory, blame them—they can't blame you.

The following is merely an outline of an idea—it may be elaborated on or modified according to the individual taste of the window dresser. The main point is to give the window a warm, cheerful, cosy appearance. Obtain a number of hanging gold-fish globes and cover them with bright red or deep orange tissue or crepe paper. Neatly wrapped about the globes and fastened at the back with mucilage, this colored paper gives a surprisingly brilliant effect when an electric bulb is placed inside the glass. A similar, if not quite so good, effect may be obtained by placing small hand lamps inside the globes, where electric lighting is not to be had.

Cultivate the faculty of sizing up individual characteristics, and give sufficient credit to the customer's judgment. Where you are inclined to differ with the selection made, simply remember a great politician's advice: "Don't talk." The greatest fraction of the trade can be most easily enticed by a judicious exercise of civility, ready conversational faculty on tobical subjects, and an entertaining and obliging mode of general conduct.

But you will run across an oasis in the desert now and then.

It's because some bright, discerning, painstaking fellow realizes that the only business words that really talk are those with the scent of freshness on them.

It is because that discerning chap reasons that if you can convince a man by verbal talk, there is a way to do it on paper also.

Some things in the paper are read by about every subscriber.

Why not your ads?

Yours particularly?

Yours alone. And let others plod along



A Novel and Attractive Window Card.

The above is a half-tone reproduction of a novel design in show-card advertising for cigars. The designs are above the average in artistic conception and execution, and convey a story of perfect satisfaction and comfort without the use of words.

The ideal window display should, first, attract the attention of possible customers; secondly, interest them sufficiently to secure their trade, either at the moment or later on; and, thirdly, be dignified yet inexpensive, and not calculated to cause too much inconvenience.

• • •

Points on Advertising.

A Western advertising expert has the following to say upon some of the uses of printers' ink:

I tell you that about 90 per cent of the local advertising in any community that can be picked out is mighty near the worthless line.

Pick up your paper and read and see for yourself.

cities have some of the best arranged and handsomest window displays in the world—and some of the worst. The owners of the "worst" windows should realize that they are money out of pocket; that dull, unclean windows turn away rather than attract trade. After a timely and well-arranged display of products and merchandise the next consideration should be given to show cards. The following comments on window cards are taken from an exchange:

There is no argument against window-signs at all—not even the argument of expense.

They furnish entertainment to the passers-by until your store gets to be considered a kind of headquarters for newsy items and up-to-datedness, and you get to be considered a live business man.

Anything that produces favorable talk for you, even among the class of people who never spent a cent at your store, is good advertising. Even these people cannot talk about you without their being overheard by others who may become your customers.

I don't speak of window-signs purely as signs to be hung in the windows; for the very same kind of cards can be used as placards to attach to your goods in the store or in the warehouse.

Often a few words expressed in one will be the very argument that wins a possible customer over.

Then again, such a card will often remind a man that he needs such and such a thing, and may cause him to spend his money with you, instead of forgetting that he needs that thing until he gets into some other store and remembers and buys there.

The usual size of cards of this description to hang in the window is about eighteen inches or two feet long by one foot or eighteen inches wide.

They may be printed with a marking brush, or better still, a stencil and blacking brush. Different colors of ink may be used, also different colors of paper—stiff strawboard is best.

But bear in mind that there can be no card more attractive than a white card with black letters; it can be seen across the street better and is plainer to be read close up.

—A New York smoker offered to bet $100 that the cut in prices on imported Havana cigars, recently inaugurated in New York, was accompanied by a cut in the weight of the cigars. He weighed a number of the "cut-price" cigars and found that five of them weighed only as much as four of the cigars he bought before the "cut-price" war was inaugurated.

—The Pennsylvania Senate last Wednesday, passed the anti-cigarette bill, after amending it to prohibit the sale of cigarettes to persons under 18 years of age, instead of 16 years, as passed by the House.

in the deep-worn, unnoticeable rut if they can't reform.

If the other fellows do happen to see the error of their ways and at last whip into line, then make it your aim to lead.

One of the most important elements in good advertising is the dissection of the article at hand, and the tracing up and the laying out, one by one, of its various qualities and possibilities.

But never falsely.

For then the man who buys once does not come back.

And it's a hard hunt for new customers till the end.

And the end isn't generally afar off.

• • •

Window Show Cards.

Philadelphia and many of the larger

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

TOBACCO BUYING ACTIVE IN HAVAVA.

Prices Have Advanced 10 to 20 Per Cent.—The 1903 Crop—Arrivals, Departures, and Other Interesting Items.

HAVANA, March 23, 1903.

The better feeling noted in the Havana market last week has become more strongly defined during the past eight days, and as the reports from the Remedios district seem to confirm the almost total failure of the coming 1903 crop, buying has been quite active and prices have advanced from 10 to 20 per cent. for all good first and second capaduras. Stocks have again decreased and should the present movement continue for a few weeks longer, only a further decided rise in prices could prevent an exhaustion of the goods held here. The American houses established in Havana have again been the chief buyers. Some of them have bid in 500 to 2,000 bales each, evidently with the object in view of cheapening the old high-priced goods held over from the 1900 and 1901 crops, and also to prepare themselves to meet the possible demands of their particular customers during the next two years. Under the circumstances this cannot be considered as a speculation, as it is simply exercised foresight upon their part not to run out of stock when their friends should call for tobacco later on. Vuelta Abajo has also been traded in to some extent, and still the bulk has been principally of the low classes for cigarette manufacturers; prices for such goods show a rise of fully 25 per cent. as compared with figures paid by the Spanish Regie buyers. Factory vegas have virtually ceased to exist, although there are some fillers still to be had. A few small vegas of the 1903 crop, "libra de pie," were taken by cigar manufacturers here and, as they contained some light speckled wrappers for immediate use and sellers were disposed to let them go at reasonable figures, the latter had no difficulty in turning them over, right after the arrival of the goods from the country. These receipts came from the Remates district and showed enough life (jugo). If the crop could be judged by these samples the Remates section will give an excellent growth this year.

The sales foot up 7,700 bales in all, or 5,250 of Remedios and 2,450 of Vuelta Abajo, while the United States market will receive 5,750 bales, Europe 100, and 1,850 were taken by the Havana cigar and cigarette manufacturers.

The 1903 Crop.

News from the Vuelta Abajo is that in the majority of the sections the crop will be abundant and of a fair, though light, quality. In a few sections complaints are heard. That wrappers will be scarce again admits of hardly any doubt. In the Partido region some reports claim a larger crop with fairly good wrappers, while others speak of a shortage as compared with last year, and the percentage of capas manchadas (unclean wrappers) is far in excess of the 1902 crop. The burning quality of the Vuelta Abajo and Partido is said to be without reproach this year. New Partidos in bundles have been sold for wrappers from $3 to $4.25, and fillers from 30 to 50c. per matul of 210 double leaves. The most trustworthy reports from the Remedios district claim that the 1903 crop is a failure, as regards heavy capaduras for the United States, owing to the heavy rainfalls experienced this season, and while there may be enough light-bodied tobacco for Germany there may not be anything fit to speak of for the Northern market.

Arrivals.

Stephen G. Ruth and E. A. Kline, of E. A. Kline & Co., E. J. Stachelberg, of M. Stachelberg & Co., and Alfredo Ettlinger, of E. Hoffman & Sons, all of New York; W. J. Hooker, of the Hooker & Manly Cigar Mfg. Co., Minneapolis; John B. Oblinger, of Oblinger Bros. & Co., Lancaster, Pa.; Frank Davenport, of F. J. Davenport, Boston, Mass.; and Moritz Neuberger, of Heinrich Neuberger, Bremen, Germany.

Departures.

Sol Loeb and J. Thomas Stavely, for Philadelphia; A. A. Martinez and E. J. Stachelberg, for Tampa, Fla.; A. Rico, for Boston; Joseph Mendelsohn and Pancho Garcia, for New York.

Havana Cigar Factories.

Exports this week per steamer Mexico show a slight increase as compared with the previous one, and amounted to 3,322,970 cigars. While there is no big business going on it is still large enough considering the season of the year. The independent factories have no reason to complain, as their trade is increasing and orders continue to arrive in goodly numbers, especially for H. Upmann & Co., Behrens & Co., High Life, Rabell, Costa, Vales & Co., Remeo y Julieta, Viuda de Jose Gener, and others. The fiasco of the Reciprocity Treaty has certainly ended the uncertainty and a new impulse ought to be given to cigar importers in the North to lay down their orders now, as they cannot fear any reduction upon the stocks they are obliged to carry.

Doings of Havana Houses and of Buyers.

Miguel Perez sold 1,250 bales of Remedios during the past two week.

Sutter Bros., Inc.—Mr. Joseph Mendelsohn and Don Marco Pollack have been exceedingly busy as they received over 2,000 bales of Remedios and Vuelta Abajo on their purchases made in the country. Only such people as are conversant with the labor involved in registering tobacco can form a correct idea of the magnitude of such work.

Sobrinos de Antero Gonzalez disposed of another 1,000 bales of Remedios.

A. M. Calzada & Co. purchased 500 bales of second capaduras of new Remedios.

A. Suarez & Co. turned over 700 bales of Vuelta Abajo colas.

Leslie Pantin secured 250 bales of Vuelta Abajo for his friends in the North this week.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
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OFFICE: AMARGURA 3, HAVANA, CUBA

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Manufacturers of the Celebrated Brands,
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FABRICA DE TABACOS
AMAT VICTORIA CURAM
SOL and LUIS MARX
LUIS MARX HABANA
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKERS OF
PURE HABANA SEGARS
"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog,
Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, ***HAVANA, CUBA.***
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, ***HAVANA***

E. A. KRAUSSMAN,
170 Water Street, NEW YORK
Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, **Habana, Cuba.**

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

*Bridat, Mont'Ros y C^a^*
Mercadores 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "ANTERO." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually ***Cuts*** the Leaf ***without Streaking*** it, and affords the operator a ***Full Swing of the Arm*** over its smooth rigged surface to ***Roll*** the cigar with the ***Full Palm of the Hand.***

Write for circular.

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

Cano y Hno. sold 450 bales of their stock.

Puente y Cueto likewise closed out some 500 bales of Remedios.

Sol Loeb, of the Loeb-Swartz Tobacco Co., was a heavy purchaser of Remedios again this week, and left highly satisfied.

Aixala & Co. disposed of some fifty bales of new 1903, Remates, "libra de pie," and still hold a fine assorted vega of new Partido tobacco which, however, needs a trifle more time to cure before it is worked.

Rabell, Costa & Co. were sellers of 300 bales of fine Vuelta Abajo filler to local factories.

The Loeb-Nunez Havana Co. will commence their escojida of Partido tobacco the coming week.

Leonard Friedman & Co. received two large vegas of Vuelta Abajo from Pinar del Rio, the finest lots left over from the 1902 crop, upon which the owners had previously refused all offers as being too low, until at last Don Jose Vega got the farmers to accept a previous offer made for them. They have received a small lot of new "libra de pie" tobacco.

Remigio Lopez & Co. may start their packing upon April first.

Jose Menendez sold 100 bales of Remedios this week.

H. Upmann & Co. shipped 800,000 cigars by the steamer Mexico.

Arrivals of Tobacco from the Country.

	Week Ending Mar. 20. Bales	Since Jan. 1. Bales
Vuelta Abajo	870	9,432
Semi Vuelta	155	187
Partidos	104	971
Matanzas		1
S. Clara & Remedios	967	21,664
Santiago de Cuba	169	643
Total	2,265	32,898

"NOTHING DOING" SAY DEALERS

At Lancaster, and Cigar Manufacturers Report Quiet Business—Trade Personals and Notes.

Lancaster, Pa., March 30, 1903.

"Nothing doing" is the general report of the dealers, and it well marks the condition of the leaf market in old goods. Packing the 1902 crop is at present absorbing the attention of the packers.

Cigar manufacturers find that trade has fallen off considerably during the past two or three weeks, though they all seem to think it will revive as soon as the weather is settled in the South and West.

Julius Marqusee was in town Saturday inspecttng his packings of Onondaga and Wisconsin. He seemed highly elated over the manner the crops have been handled and at progress being made.

Joe Kemper, of the firm of M. Kemper & Sons, Baltimore, Md., spent several days in town this week.

John M. Frank, Jr., of P. & J. Frank, New York, spent several days in town also. He says he was well pleased with the business he did on his maiden trip to Lancaster.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Among other visitors in town seeing the trade during the week were: Felix Eckerson and Julius Vetterlein, Philadelphia; Chas. Cohn, representing Newgass & Greenhut; Mr. Oppenheimer, representing Oppenheimer & Co., and Howard Stevenson, representing E. Rosenwald & Bro., all of New York.

CIGAR TRADE BRISK AT READING.

So the Internal Collector Reports—A Foolish Tobacco Salesman—Trade News and Personals.

Reading, Pa., March 30, 1903.

Quite an excitement was caused at the Mansion House, the leading hotel here last week when a tobacco salesman, who generally imbibes too freely when he gets to Reading, stabbed a bell boy in the stomach with a pen knife. Over 200 guests were stopping at the hotel at the time. The salesman was troublesome all day and annoyed many of the guests. Repeatedly he was told to be quiet but he became more obstinate than ever. Herbert Jacoby, the bell boy, politely offered to take his baggage to his room when he cursed the lad and ran the pen knife into his stomach. The wound while not a dangerous one was very painful and the boy is still confined to the house. Fifteen minutes after the occurence the salesman left the city. He made a very narrow escape from rough handling by getting out of a rear door. About 10 o'clock, being sobered up from the affair, he called up the hotel from his home office and instructed that the best of care and attention be given to the lad at his expense. He also promised to make restitution upon his next visit here.

W. W. Snyder has placed a new brand on the market called Snyder's Special, which is meeting with a good local trade.

E. M. Keller has returned from a successful business trip through Delaware and Maryland.

H. H. Wentzel, manufacturer of the Shamrock, a nickel cigar, booked an order for 25,000 of them while on a trip through New Jersey last week.

Edward W. Ganter, who spent a week in the coal regions, met with encouraging success. He has placed a salesman on the road to sell his new brands of smoking and chewing tobaccos exclusively.

The Union Cash Cigar Manufacturing Company has moved its factory from 530 to 430 North Eleventh street, where they will have quite a lot of additional room and more hands will be employed.

R. F. Brader has secured a transfer to move his factory from 810 to 824 North Eighth street, Allentown.

John G. McGraw, Southern representative of Yocum Bros., spent several days in Reading during the past week consulting on trade matters. Mr. McGraw makes his headquarters at Baltimore and reports business brisk.

A water supply tank has been placed in position on the roof of Yocum Bros.' six-story cigar factory annex, which is the largest in this section. It is 225 feet from the ground, nineteen feet in diameter, and twenty-five feet in hight.

The cigar factory operated by the Laurel Cigar Company ceased operations April 1.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.



Smoke

FAUGH-A-BALLAGH

5c CIGAR

WRITE

GRANEY

Commercial Cigar Co.

476 North High Street,
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Barnesville Cigar Co.

W. H. BARLOW, Proprietor, ***Barnesville, Ohio,***

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL — EUREKA — PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited — Write for Samples.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. **707 Ohio St., Allegheny, Pa.**



HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon, Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

A. S. & A. B. GROFF,

Packers of

Penna. Seed Leaf **Tobacco**

East Petersburg, Pa.

A. K. MANN, Packer of **Leaf Tobacco**

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Pennsylvania Tobaccos a Specialty.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco**

Packing Houses: **Covington, O.** **Gettysburg, O.**

Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco**

Redrying House: **Cincinnati, O.**

Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

Collector F. W. Cranston reports the cigar trade as being very brisk. Cigarmakers are still in demand and sales are increasing.

YORK TRADE AND CROPS.

Manufacturing Shows Slight Decrease—New Deputy I. R. Officer Takes Charge—Other Newsy Items.

York, Pa., March 30, 1903.

The recent falling off in importance of orders is attributed by the manufacturers here who supply a great many Western houses, to the great snows in the West which impedes commercial business.

The 20th Century brand of cigars appears to be taking a substantial hold upon the trade here.

J. B. Hostetter's crop of canvas covered tobacco seems to have been a very profitable venture. It appears that a company has been formed to raise ten acres of this class of tobacco this year. The seed has been sown for the plants in hotbeds on Duffy's Island and will be transplanted as early as possible. Those forming the company are I. B. Hostetter, Luther Case, Col. Duffy and H. A. Rich.

A. F. Strayer has formally taken charge at the York office after examination of the accounts by Collector Hershey and G. W. Tehmaster, from Lancaster. The office of deputy collector has been placed upon the civil service list and will have to be filled after April first by competitive examination. R. F. Strayer will continue to fill the office, having been lately appointed and will continue to fill same during good behavior. Former Collector Minnich has been appointed custodian of the federal buildings.

The weather continues favorable to the delivery of tobacco. The acreage of a Windsor township farmer has been delivered to D. Minnich, who, as announced previously, will pack tobacco here.

Twenty-four car loads of tobacco were received in Wrightsville and shipped during the week to Hoffman Bros.' leaf house in Marietta, Pa.

Geo. A. Hain commemorated his third anniversary on Tuesday evening by extending an invitation to the public to a concert at his store, which was handsomely decorated. Presents were distributed to those attending, and all united in declaring the Diamond Cigar Store a great success.

Edward Mitzel, formerly a clerk at the National, proposes to move to Philadelphia at an early date, to engage in the retail cigar business.

John T. Gemmill, cigar manufacturer, of Red Lion, has made an assignment for the benefit of his creditors.

The factory of M. E. Olp, at Jacobus, was destroyed, with its contents, last Wednesday night. The fire is supposed to have been of incendiary origin. The loss has not as yet been estimated, but the building is reported to have contained forty-five cases of leaf tobacco and seven cases of cigars, as well as improved machinery.

Gus Neuwahl, a cigar salesman from Altoona, Pa., was circulating among the manufacturers this week.

—At Boston, March 24, B. E. Lurchin was held in $5,000 bail, charged with smuggling tobacco into the United States from Canada.

GERMANTOWN, O., TOBACCO MARKET

Twenty Per Cent. of the 1902 Crop Still in Growers' Hands—Several Good Sized Shipments.

Germantown, O., March 30, 1903.

Although it is estimated that fully 20 per cent. of the 1902 crop is yet in the growers' hands, little buying is done at present by the packers. Here and there a crop of Spanish sells for 9 cents. Many small packers throughout the Miami Valley have yet to buy but prefer to wait until later in the year and not purchase green weight. Most of the tobacco contracted for has been delivered and the largest packers are busily engaged sweating and assorting the new. The Miami Valley, at Dayton, L. Neuberg, at Hamiltown, and Cullman Bros., at Middletown have all a full force at work.

During the past week the Pioneer Leaf Tobacco Co. of this place shipped 200 cases of the 1901 crop, half going to Boston and the remainder to Philadelphia. The former was contracted for some time ago while the latter lot was recently sold. A large amount of the 1901 crop is still in the packers hands, throughout the Valley. In this town the scarcity of labor is a puzzling problem. None of the packers in town have as yet begun to work the 1902 crop. Dr. Ed. Rittich has about completed making improvements in his packing house, making conditions more convenient and comfortable for his women help. He will begin working the new crop next week.

The writer has seen a fine small packing of the new Zimmer Spanish. It was stripped early, bulk-sweated and had water applied to it by ordinary casing method after undergoing several heatings. If it is an indicator, the 1902 crop will be equally as good as the 1901. Good filler grades, from twelve to fourteen inches, predominate. In the fermentation the shrinkage was fully twelve per cent., while the proportion of bottom sand leaves averaged 20 per cent. of the whole packing.

Although the 1902 crop brought growers a smaller average price per pound than the 1901, indications at present point to as large an acreage being planted this year as last.

FAVORS THE USE OF MUSIC.

The Bay City, Mich., Tribune, commenting upon the fact that some of the big tobacco factories are furnishing music for the edification of their employes while they work, says:

"Why not adapt the idea to other employments not hitherto blessed with musical annexes? Have bands to play in Congress and the Legislatures; the soft music when speeches worth hearing are being made, and the drums and cymbals when the wrong men talk in the wrong places. It would be edifying to start a drum solo just as Senator Morgan arose to make a ten-mile speech on some measure he did not approve. There are also sermons that might be enlivened by the same means, and addresses that would be greatly helped by megaphone music cutting them on the bias. The idea should be adopted and adapted."

—Carlos Huber, of Mexico City, Mex., will open the first chewing tobacco factory in that country. Mexicans smoke but do not chew, as a rule. They are fast learning the habit, however, from the Americans.



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Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
135 MAIDEN LANE
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

Importers of Sumatra Tobacco
Cable Address: "HERR."
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L. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam. Holland. NEW YORK.

ROTHSCHILD & BRO.
141 Water St.
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Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH NEW YORK.

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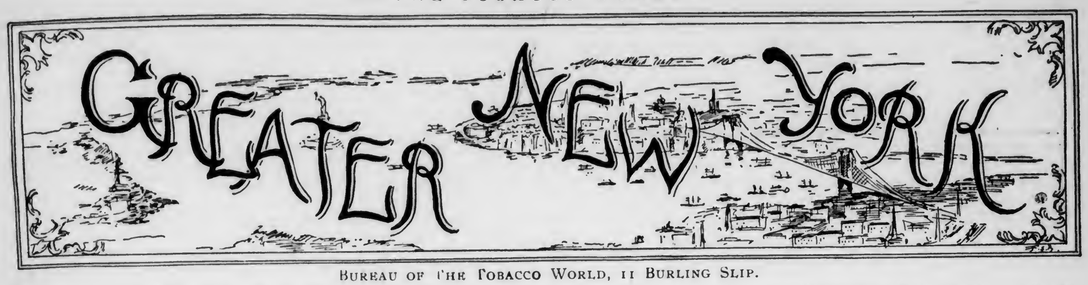
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JOSEPH S. GANS & CO.
Importers & Packers of Leaf Tobacco
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF TOBACCO
197 Water Street, New York



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

Cigar manufacturers who cater to the saloon keeping trade in this city and other cities in this state where the $1,200 saloon license will be collected will probably have to help the saloon keepers to make up that extra $400. Saloon keepers, it is expected will hereafter be on the lookout for good cheap cigars; cigars which they can buy at from $15 to $50, and which they can retail again at from 5 cents to 3 for a quarter.

Saloon men are loud in their denunciation of Gov. Odell and the republican majority in the General Assembly, and, indeed, it does seem as if the tax making power at Albany were either drunk, or crazy, or both. In all the new taxing schemes it is the struggling man of limited means who is to be the tax collectors' target. The very wealthy people escape, but the man of moderate means is hunted down and held up in true highwayman style. If Gov. Odell keeps on in the way he has started out— in this matter of high license—the Democrats will win in this state, not only in the municipal and state elections but also in the next presidential campaign as well.

Now as to making cigars for the saloon trade under high license conditions, manufacturers will consult their own interests best by giving close attention to the blending of domestic tobaccos in their fillers. Pennsylvania broadleaf and Zimmer Spanish usually make a satisfactory blend and the result from a blend of the Pennsylvania and Zimmer crops now in the market is said to yield a flavor that rivals the genuine Havana which is, of course, much dearer.

The beauty about the cigar business is that it is forever opening new avenues of profit.

***

E. Spingarn, of E. Spingarn & Co., sailed for Europe on the Ryndam on March 25, to attend the Sumatra inscriptions in Holland.

***

A New York packer of Connecticut tobacco says that this year the talk o forming a tobacco farmers' trust in New England, which is Herbert Myrick's old scheme, has been renewed with unusual vim. The New Yorker says he told the Yankees that every time their crop is poor they want to form a trust, but that whenever it is a good crop every one of them insists on getting all he possibly can for the product of his own acres without the slightest regard for what his neighbor is getting.

***

The Onarga Sigaret Company, whose incorporation was recorded in The Tobacco World last week, is installed on the three upper floors of the building at 141 Maiden Lane, adjoining John W. Merriam & Co's. Roycroft Segar Shop. Mr. Merriam is the president of the Onarga Sigaret Company, whose motto is "The Better Sort." Bertram Levyn, son of the late S. Levyn, of Buffalo, N. Y., is the company's general manager. The company will manufacture high grade Egyptian cigarettes, and its leading brands are Onarga, La Boheme, Rivoli, and Ra. The last mentioned is not part of any college boys' yell, but is the name of a dignified old Egyptian god who went out of business long before Mohammed Ali authorized the manufacture of Turkish tobacco into Egyptian cigarettes at Cairo. He was a very swell old god and he knew how to hand around wealth among his votaries, which made him quite popular in Egypt.

***

Ben Hamburger, of Hamburger Bros. & Co., left on March 26 for a visit to his firm's trade in the West.

***

At the meeting of the Retail Cigar Dealers' Association of Greater New York on the evening of March 24, a vote of thanks was unanimously tendered to The Tobacco World and other trade papers for the interest they have shown in the movement.

After a vote of thanks had been similarly tendered to each of the prominent speakers of the evening, a Hibernian member raised a laugh by moving a vote of thanks to the man who had kept his mouth shut throughout the proceedings.

***

Mark Levine, representing M. F. Schneider in Pennsylvania, outside of Philadelphia, who has been laid up at York with inflammatory rheumatism, is on the high road to recovery.

***

Ralph B. Oppenheim has signed with Deutsch Bros. and will carry that firm's complete line of union made cigars in the West.

***

F. Garcia Bro. & Co. will remove on May 1, from 167 Water street to 111 Fifth Avenue.

***

Stanley Wollman left New York for the South on March 30, with a full line of the high grade Porto Rico cigars of the American-West Indies Trading Company, and the Prominente and Mi Crizon brands manufactured in Havana by the National Cuba Company. He also carries a full line of the Ramon Allones, La Cruz Roja and other Rabell, Costa & Co. brands handled in the United States and Canada, by the National Cuba Co.

The New York importing houses bought freely of Sumatra at the inscription in Amsterdam on March 27.

E. Rosenwald & Bro. secured altogether a little over 600 bales, the marks being Deli My. D Lankat, Deli My. Q M, Deli My. T S and Deli Ba. My.

A. Cohn & Co. bought altogether 821 bales, i. e., 278 bales Deli My M, 169 bales Deli My. L M, 100 bales Lankat Tab. My. H L and 274 bales L P C S G.

L. Schmid & Co. took the entire parcel of Amst. Deli Co. V.

Leonard Friedman & Co. purchased 320 bales of S Lankat and other marks.

S. Rossin & Sons bought 150 bales Paya Jambu and others.

Rothschild & Bro. purchased 100 bales Amst. Co. A.

G. Falk & Bro. secured 398 bales of various marks, 171 bales of first lengths and 227 bales of second lengths.

Sutter Bros. purchased 455 bales.

Joseph Hirsch & Son secured 140 bales of various marks.

Simon Auerbach & Co. purchased 60 bales.

***

Landfield Brothers & Co. are moving into the building at 18 Walker street. The building is four stories high and has a front of 25 feet by a depth of 100 feet. It is practically a new building having been erected about four years ago. Here Landfield Brothers & Co. expect to give employment to about 500 work people, and very shortly they expect to be in a position to keep step with the demands of their steadily growing business.

***

Max Sondheim, of Leonard Friedman & Co., sailed for Europe on the Kronprinz on March 24. He will go to Amsterdam, of course, because the Sumatra inscription season in Holland is one of the experiences which no tobacco man should forego if he can help it, but Mr. Sondheim's trip is really for recreation only and he may be expected to come home with a stock of entirely new stories.

***

A petition in involuntary bankruptcy was filed on March 26, against Kallenberg, Maues & Co., manufacturers of cigar boxes at 735 East Ninth street, composed of Herman Kallenberg, Andrew J. Nauer, and C. Harry Pullem, by the following named creditors: Richard N. Asterly, $124; Louis E. Neuman & Co., $63, and W. T. Uptegrove & Bro., $550. It was alleged that the firm is insolvent, and that it permitted two creditors to obtain a preference by executions for $295. Judge Holt of the United States District Court appointed Messmore Rendall receiver of the assets, which are estimated at $1,000. The liabilities are reported to be $6,000. The business was started in 1877, and the present firm has carried it on since March, 1901.

***

Romy Fisher, with A. Cohn & Co., left on March 29, for another visit to his firm's trade in Canada. He is broadening out wonderfully since he became a traveling salesman. The "road" appears to agree as well with him as it has done with his big brother Henry.

***

Julius Lichtenstein, of Lichtenstein Bro., leaves for his annual visit to the Sumatra inscriptions in Holland about April 20.

***

Simon Pretzfeld, of Pretzfeld & Co., sailed for Europe on the Kronprinz Wilhelmian March 24. He goes to attend the Sumatra inscriptions in Holland. He is accompanied by his son William

***

The long established and uniformly prosperous cigar label and general lithographing firm of Louis E. Neuman & Co. will remove on April 15 from the building at 534 Pearl street, which they have occupied for many years, to the spacious building at 130th street and Park avenue, where they will have more than double the capacity of their old premises. An adequate description of the building at 130th street will appear in The Tobacco World soon.

***

The Clear Havana Cigar Manufacturers Association will have an informal dinner at Luchow's Restaurant in East 14th street, on the evening of April 4.

***

The first Rotterdam inscription of the season of 1903 is being held on April 1.

***

J. Brand, distributer of the Mentor brand of Egyptian cigarettes, tells your correspondent that this brand is achieving the same success in New York and the South that long ago attended its introduction into Boston and throughout New England.

A Kingly Cigar Cabinet.

The Wilke Manufacturing Company, of Anderson, Ind., has made a cigar cabinet for King Carlos, of Portugal, which cost $2,500. It is said to be the finest strictly cigar cabinet ever built. It is fifty-one inches wide, eighteen inches deep, thirty inches high, and weighs 500 pounds. The exterior is of the finest ivory white tile, and there are many silver ornaments.

Ernst Geissler, a well-to-do cigar manufacturer of Cascade, Ia., died March 14.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"
"Webster"
"Farragut"

Office, 209 Pearl St. *NEW YORK CITY.*
Factory, Tampa, Fla.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer.
Hirschhorn, Mack & Co.
Straiton & Storm.
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

STAUFFER BROS. MFG. CO.



New Holland, Pa.

MR JOBBER — If you are a Ten Cent Smoker

Try this Brand of Five-Cent Cigars,

and see what can be accomplished by buying DIRECT FROM FACTORY

We employ no traveling salesmen, but SELL DIRECT TO JOBBERS ONLY

Private Brands Made to Order.

THE COMING NATIONAL LEAF CONVENTION.

To Be Held at Atlantic City May 4th, 5th and 6th.

F. Eckerson, Chairman of the Entertainment Committee of the coming annual convention of the National Cigar Leaf Tobacco Association, announces that Young's Pier at Atlantic city has been leased for the use of the association, which will hold a three days convention commencing May 4. A banquet will be held at the Hotel Windsor on the evening of May 5, at which members of the trade not delegates to the convention can secure tickets by paying $8.00. Leaf men, not delegates, will be welcome to the session and will be permitted to discuss questions that arise and take part in the proceedings—but of course will have no right to vote on questions.

Letters received by the National Association officials prove that a deep interest is being taken in the coming convention. The attendance, it is confidently believed, will be the largest of any convention yet held and the questions to come before the members are important and interesting. Any one desiring further information concerning the arrangements being made for the comfort and entertainment of the delegates should write to F. Eckerson, of F. Eckerson & Co., 255 North Third street, Philadelphia, who will gladly furnish it.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

FOR SALE—One first class Miller, DuBrul & Peters power scrap machine Swisher Bros., Newark, O. 1t

WHEN in need of any machines tools, molds, new or second-hand or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE—Fifty (50) J R Williams Red Suction Tables, in good condition will sell cheap. Address MACHINES Box 62, care of The Tobacco World, Philadelphia 2-18

BROKER covering Rocky Mountain territory desires Pennsylvania factories; cheap and medium grade goods; union and non-union. Address BROKER, Box 58, care of Tobacco World, Phila.

CIGAR FOREMAN with a thorough practical knowledge of the cigar business in all its details wishes a position to take entire charge of a factory where honesty and ability will be appreciated. References A1. Address Box 57, care of The Tobacco World, Phila. 11

FOR SALE—Cigar Factories from $500 to $10,000—one in Ohio, with good trade and 600,000 cigars in stock. The owner has become independently wealthy and wishes to retire. For particulars address WINGET MACHINE CO., York, Pa. 4-1 2t

FOR SALE—Universal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15. Sent on approval. WINGET MACHINE CO. York, Pa., U S A 2-25-3m

Trade-Mark Register.

PEACHEY. 14,006.
For cigarettes, chewing and smoking tobacco and snuff. Registered March 26, 1903, at 9 a m, by J. S. Geller, Sons, & Co., Philadelphia, Pa.

ALL NATIONS. 14,007.
For cigars. Registered March 26, 1903, at 9 a m, by P. C. McCoy, Dallastown, Pa. (Re-registration by transfer from Sheip & Vandegrift, Philadelphia, who registered the same in 1898.)

CITY EAGLES. 14,008.
For cigars. Registered March 28, 1903, at 9 a m, by the Fleck Cigar Co., Ltd., Reading, Pa.

LA PARTEDIDO. 14,009.
For cigars. Registered March 28, 1903, at 9 a m, by Freeland R. Jones, Stevens Point, Wis.

HAVANA CHIMES. 14,010.
For cigars. Registered March 28, 1903, at 9 a m, by L. R. Brown, West Earl, Pa.

HAROM KIRALY. 14,011.
For chewing and smoking tobacco. Registered March 30, 1903, at 9 a m, by Leo Rosenberger, Coplay, Pa.

VIRGINIA BEAUTY. 14,013.
For cigars. Registered March 30, 1903, at 9 a m, by the Dixie Tobacco Co., Bedford City, Va.

VIRGINIA DOPE. 14,014.
For cigars, chewing and smoking tobacco. Registered March 30, 1903, at 9 a m, by the Dixie Tobacco Co., Bedford City, Va.

SUNNY JIM. 14,015.
For chewing and smoking tobacco, Registered March 30, 1903, at 9 a m, by the Dixie Tobacco Co., Bedford City, Va.

REJECTIONS.

Marble Head, Leota, U. I. O. Registered for the Commercial Tobacco, Bedford City, Va., should have also been for stogies.

PHILADELPHIA LEAF MARKET

Firm prices are a feature of the Philadelphia market and, as has been the case for some time past, the demand is for Dutch, Pennsylvania and other old tobaccos. There is little, if any, of the 1900 crop offered for sale or to be had and prices on that desirable grade is from 2 to 3c per pound higher. There has been a good demand for 1901 Wisconsin binders.

In Havana and Sumatra several good transactions are reported and the volume of business has been satisfactory.

Taken all in all the market the past week was much brighter in tone and will be probably, better in the future.

EXPORTS.

Antwerp.—126 hogsheads.
Hamburg.—3 cases cigarette paper.
Liverpool.—107 tons.

REMOVAL NOTICE.

Our present quarters having become entirely inadequate, we will remove on the **15**th of April to the Spacious Building

Cor. of 130th Street and Park Avenue.

Our New Plant will be *Equipped with the Latest Modern and Improved Machinery,* which will enable us to take prompt care of all orders, regardless of size or kind.

LOUIS E. NEUMAN & CO.

Cigar Labels and General Lithography.

D. A. SHAW, President. H. L. SHAW, Vice President. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Company

PIONEER GROWERS
OF
Florida SUMATRA Under Shade

Conducted under the personal supervision of **Mr. D. A. SHAW,** the first grower of tobacco under shade, as Manager for eight years of the **Plantations of Schroeder & Arguimbau,** and as originated by the late **F. A. Schroeder.**

By reason of Our Extensive Experience, we are able to supply

A SUPERIOR LINE OF GOODS

AT THE MOST REASONABLE PRICES.
SAMPLES UPON REQUEST.

Plantations & Offices, Quincy, Gadsden Co., Fla.

CUBAN SCENES AND CUBAN PEOPLE.

Aguardiente and Orange Juice.

All the fair islands of the world—Erin, Sicily, Japan, Sumatra, Java, Madagascar and the others—have had ample justice done them by travelers voluntarily doing the work of press agents. Cuba alone, the fairest of them all, and only a step from a land possessing a larger population of able descriptive writers than any other land under the sun, has been neglected. The very nearness of Cuba to the United States is perhaps the best explanation of this gross neglect. Able descriptive writers in New York do not favor their fellow-townsmen with descriptions of Central Park, and there does not exist in print a single piece of writing on the subject of Fairmount Park in Philadelphia which would induce anyone to go there. The people of Cuba are among the most amiable and hospitable people on the face of the globe, too, and it is not only a pity, it is a shame, that writers of the calibre of the late Charles Kingsley, whose description of natural scenery in



A WAYSIDE INN IN THE PINAR DEL RIO.

some of the English islands of the Carribean Sea is so entrancing, have never given a pen-scratch to Cuba. The man needed to do Cuba justice must have eyes for the beautiful, a sound scientific training, and an adequate vocabulary.

Cuba's most frequent American guests are the men who visit the island for the purpose of buying leaf tobacco or cigars. To such merchants the warehouses and cigar factories of Havana, or the tobacco plantations in the Pinar del Rio, in the Province of Havana, in Santa Clara, or in San Juan de los Remedios, are so thoroughly familiar as to be almost commonplace, but only almost. Cuba is so marvelously beautiful that she enchants anew on every visit.

The pictures which illustrate this series of articles were taken for The Tobacco World by a friend, and have to do solely with the tobacco farms in the Pinar del Rio. The little wayside inn of the first picture is a mere shack, thatched (as are most houses in this region) with the feathery palm; but, unpretentious as the building is, the traveler may take his ease here with as much comfort as in many a big hotel of brick and stone and steel. For an appetiser before breakfast in the morning, he will be served with a glass of aguardiente sweetened with sugar and made more appetising by an infusion of orange juice. Aguardiente is the native rum and Americans do not drink it anywhere else than in Cuba. At home whiskey is good enough for them. Breakfast at a Cuban country inn consists generally of a liberal portion of eggs, fried chicken and good coffee. Then, a good cigar and off for an inspection of the tobacco.

The palm trees of Cuba, which are so ornamental both in nature and in pictures, are an unfailing source of income to the people upon whose premises they grow. Every palm tree is worth at least ten dollars a year to its owner. It supplies him with bast for his bales of tobacco, with fruit for his cattle and with thatch for his dwelling, not to mention a grateful shade for his afternoon siesta.

A Tobacco Barn in the Pinar del Rio.

The tobacco barn shown in the second picture of this series is a type of structure very common in the Pinar del Rio. Such barns are used solely for hanging tobacco.

The barn is about 30 feet high, is covered with palm thatch, and the tobacco is suspended from rafters running from close to the ground almost to the roof. The Pinar del Rio tobacco farmer does not thread his tobacco and suspend it from the rafters by the single leaf. The tobacco plant grows in spirals, as do all plants according to nature's law, and the farmer always cuts the stalk just above the upper of a pair of leaves on opposite sides of the stalk and suspends them V-shaped from his rafters. At the proper season the leaves are taken down, placed in pilons, and then they go to the selector and baler. These processes will be described later on.

—A large tobacco sorting plant is projected for Sparta, Wis.

SHAW FIRST RAISED TOBACCO UNDER COVER.

Interesting Interview with a Florida Tobacco Planter—He Made the First Experiments in Growing Our Lady Nicotine Under Slats—Details of the Work, Cost, Etc.

D. A. Shaw, president of the Florida Tobacco Company, and the pioneer grower of Florida Sumatra tobacco under shade, was a visitor to Philadelphia March 25. Knowing that he is an authority on shade grown tobacco, a Tobacco World representative interviewed Mr. Shaw and learned of much that will proved of interest to The Tobacco World's many readers.

"I wish to emphasize the fact," said Mr. Shaw, "that the first tobacco grown under shade in the United States was planted and experimented with in Gladsden county, Florida, in what is called the Piedmont region. I recall that the late F. A. Schroeder, of Schroeder & Arguimbau, was the first to suggest that tobacco grown under shade was better than that grown in the sun. I was overseer on the Schroeder & Arguimbau plantation for many years. One day in 1896 Mr. Schroeder said he noticed that in Cuba tobacco which had grown under the shade of banana trees was far better for wrapper purposes than that which had grown in the open fields. He suggested that I experiment in the matter. that I plant about an acre of tobacco and cover it so that it would be partly shaded. Well, I did plant—not an acre, but about one-fourth of an acre of tobacco and, to shade it, I built up a protection of posts and slats. The slats were about an inch wide and we interlaced them, leaving them about an inch apart. That, by the way, is the method we use today; we do not use canvas. I watched the one-fourth acre of tobacco with interest. The tobacco leaves were small that year—but very thin and much better than the sun-grown weed. I concluded I had not used enough fertilizer, particularly because it had happened to be a cool season and the ground needed warming up. The next year I planted three-fourths of an acre, slatted it all over and fertilized more heavily. That year's crop was a success. In the interim several prominent growers had ridiculed our attempts to grow shade-grown Sumatra—although today they not only heartily believe it can be grown, but are heavy and successful growers themselves. It 1898 the growth of shade-grown tobacco was not an experiment in Florida, but a success, and that year Mr. Schroeder wanted $500,000 worth of Sumatra grown.



A TOBACCO BARN IN THE PINAR DEL RIO

In answer to inquires Mr. Shaw gave the following information: "Last year my company—the Florida Tobacco Company—grew seventy acres of shade growu tobacco. This year we will grow 170 acres. Our plantation is near Quincey, Fla., about twenty-five miles west-by-north of Tallahassee. The soil and country is similar to that of Cuba. We have four rivers near us and the land is irrigated to secure water for the crops. We have a system of overhead spray pipes. All work is done by negro labor. The cover of slats is good for use for fifteen years; it is not renewed every year. The average yield is 1,000 pounds of tobacco per acre, of which seventy per cent. is good wrapper; the remainder is worthless and is not used. Some of the companies growing tobacco near us have 500 acres under shade. A. Cohn & Co. have 1,500 acres of land. The land not used to grow tobacco is used for raising cattle in order to secure animal fertilizers. The cattle, as they increase, are shipped to market and sold. The cattle are fed on cotton seed, herbs and the natural verdure of the region. The selecting and packing of shade grown Sumatra is carried on exactly as it is in the island of Sumatra. It is packed in bales and shipped to market in that manner.

"Then the first shade-grown tobacco was raised in Florida?" Mr. Shaw was asked.

"It certainly was," he answered. "The Department of Agriculture at Washington learned of our success in growing tobacco in the shade and, securing the services of M. L. Floyd, an overseer on a Florida plantation, began experiments of its own. But the Government never spent a cent in experiment in Florida—has never raised any tobacco under cover there."

"What is the average cost of growing shade growing tobacco land in Florida?"

"Two hundred and twenty-five dollars an acre."

"When will your company begin planting this year?"

"We start transplanting next week," said Mr. Shaw. "And that reminds me that I must get a move on and hurry home. I'll start today if I can," saying which he closed the interview.

PHILADELPHIA

DAMPNESS AFFECTS CIGARS.

To a complaining customer the other day a Chestnut street cigarist explained that the condition of the customer's cigar was due to meteoralogic conditions.

"I explained to him," said the dealer, "that the damp weather which we have experienced for the past few days was responsible for the condition of his cigars. You see, we have had an unusually heavy rainfall. During such time in this section of the country it is impossible to keep our stock of cigars and tobacco dry enough. Because of the peculiar conditions here in this respect the walls of buildings sweat as we are in the habit of saying. How does it affects cigars? They become damp and soft, and have the appearance of being new, or green, to adopt the technique of the trade. They do not burn well, smoke in an uneven sort of way, and, as a rule, if I may judge from my own experience, it is necessary to throw one-half of them away. There is one thing which I cannot explain, and that is the change which takes place in the flavor of the cigars. But the flavor is unquestionably changed. Cigars that have a delightful flavor under ordinary conditions become strong and offensive to the taste, and frequently burn and blister the tongue. That's why it is necessary to throw them away before they are smoked to the tip. This is what the weather does for cigars. To some extent it has the same influence on chewing tobacco, and not infrequently we have to throw tobacco away because it sours. Customers do not stop to think about these things as a rule, and often they will quit a place because they think the cigar man is giving them the worst of it."

BLUE LAW KNOCKED OUT!

Magistrate Gorman, in an opinion yesterday, decided that the five defendants arrested March 16, for alleged violation of the Blue Law of 1794, which prohibits "worldly employment" upon the Lord's Day, were not guilty and they were discharged. The Magistrate held that the Blue Law was vague; that it is no definite standard for the people's guidance. He says the 1794 Blue Law makes the offense a matter of the opinion of magistrates rather than a fact of law, and holds that Sunday newspapers are a necessity.

If Sunday newspapers are a necessity thousands of men are of the opinion that Sunday cigars are much more so. Hence, the prosecution of small cigar dealers should cease.

BELIEVE WE SHOULD HAVE SUNDAY SMOKES.

"Our Blue Law of 1794 concerning wordly employment is absurd," said Lawyer John R. R. Scott, counsel for one of the newspaper clerks arrested March 16th, for violating the aforesaid law by working on the Sabbath. In addition he also said: "We should have our barber shops open on Sunday. So ought we to be able to buy newspapers and cigars. Yet all these are against the law. I know many travelers, such as the salesmen and sojourners at our hotels will not stop in this city over Sunday, but go to New York, where they can get the conveniences of life. Strictly construing the law, everything excepting the selling of drugs, meats and the products of bakeries are forbidden on Sundays under the law. This is my recollection of it. There are a long list of authorities on the subject."

Friends of the obnoxious Blue Law are few and becoming more scarce.

NOW ON ARCH STREET.

Fellheimer & Co., cigar manufacturers, who were formerly in business on North Fourth street, have removed their factory to Arch street, near Second. They have more room in their new quarters and will put out more union made cigars than ever. A large Indian figure guards the entrance to the factory as well as advertises the store. As already noted—and the removal of Fellheimer & Co. emphasizes the fact—Arch street is fast becoming a prominent centre for the tobacco trade.

THE LITTLE BOY IN BLUE.

The life-sized figure of a soldier boy graces the large display window of the Penn Tobacco Company on Market street and attracts the attention of passers-by. On each side of the soldier are neatly displayed packages of "Recruit" tobacco and it is quite apparent that the "boy in blue" smokes that popular brand. The display is effective as an advertising medium.

A LARGE STORAGE HOUSE.

The Theobald & Oppenheimer Company, which recently acquired the premises 113 North Third street adjoining their present large factory, is making alterations to the building in order to use it as a store house. When completed the new warehouse will have a storage capacity of several million cigars.

A SWEET LOAD.

The British ship Penmount, from Batoum, Russia, brought over 13,754 bales of licorice last week and unloaded it at wharves in South Camden. The licorice was grown on the shores of the Black Sea. It will be used by American tobacco manufacturers.

UNITED THEY STAND.

A movement is on foot to unionize the cigarette makers of Philadelphia. A meeting for that purpose was held last week in a South Philadelphia hall at which a preliminary organization was effected. About 200 cigarette makers were present. Another meeting will be held this week.

IMPERIAL TOBACCO COMPANY CHARTERED.

The Imperial Tobacco Company of America filed papers of incorporation under the laws of New Jersey in the Camden Circuit Court last Saturday. The incorporators are Francis J. Cunningham, Joseph F. Cotter and Richard J. Cotilla, of Philadelphia. The company is capitalized at $250,000, of which $1,000 is paid in and is formed to manufacture tobacco, cigars, cigarettes, implements and machinery for working tobacco and to control patents.

A LARGER SIZED MANETO.

A larger size of the popular Maneto cigar, manufactured by Gumpert Bros., will soon be ready for the market. It is made in response to a demand from consumers. Business continues good with Gumpert Bros. and the sales of the Maneto cigar show a steady increase.

WILL CLOSE N. Y. STORE.

Bayuk Bros., who have operated a cigar store on Broadway, New York, opposite the Imperial Hotel, announce that they will soon retire from business at that location, as the building is to be torn down to make way for a more modern structure.

STORE ROBBED, HE LAUGHED.

Burglars entered the cigar store of Robert Harrison on North Ninth street early Friday morning and stole $5 in money and twenty six boxes of cigarettes. They gained access by forcing a rear transom. Mr. Harrison was a minstrel years ago and, as noted in last week's Tobacco World, has had some truly humorous show cards in the window of his cigar store. He is an optimist and laughed with philosophical good nature over the robbery of his store. "I've laughed over it until I cried," was his characteristic comment. No doubt the robbery will lead to a number of original show cards being prominently displayed in the window. And if it does they'll be worth reading.

A $60,000 PURCHASE.

L. Bamberger & Co., leaf dealers, were buyers in the Edgerton, Wis., market last week, and among other purchases bought 1,700 cases of 1902 leaf known as the Shannon packing—one of the best packings put up in the Wisconsin section.

NATIONAL LEAF DEALERS' WILL BE ENTERTAINED.

J. R. Young, of Young & Newman, is a member of the Committee on Entertainment of the National Cigar Leaf Tobacco Association and has made arrangements for the use, by the Association at its annual convention at Atlantic City, commencing May 4, of Young's Pier. The National Association wil probably be in session for three days and the novelty of holding a convention at the end of the pier—almost amid the roar of old Neptune—will be appreciated by many members of the Association who rarely see large bodies of water or the ocean. While the Association will give strict attention to business, the entertainment committee will see that the members are entertained in a manner benefitting the reputation of the great summer resort by the sea.

UNION-MADE TURKISH CIGARETTES.

M. Kaufman & Co., 504 South Fifth street, employ union workmen in manufacturing their Turkish cigarettes. The popular Munjuras are meeting with success and Mr. Kaufman says business is very satisfactory.

HEYMANN & CO. FACTORIES NOW RUNNING.

The Tampa, Fla., cigar factory of Heymann & Co., started operations March 26, and the Philadelphia factory at 214 South Fifth street, began work last Monday. The firm's leading brand is to be the Ducal cigar, a clear Havana which will be manufactured exclusively at the Tampa factory. It will sell to the trade at from $60 to $300 per thousand. The Francis Lee, a domestic cigar of fine quality, which will retail at 10 cents, and the Loma, which will be sold to the trade at $35 per thousand, are the brands which will be made at the Philadelphia factory. The labels for the Loma cigar have been received from the lithographers. Samples of the Ducal cigars were received from Tampa last Monday.

Heymann & Co. have admirable quarters at their South Fifth street factory and as the members of the firm are men of experience and push, they will undoubtedly meet with success in their chosen field.

SUSPECTED FIREBUGS.

A determined effort is being made by the Philadelphia authorities to ferret out persons suspected of having set fire to several buildings and factories in the northeast portion of the city. Among the sufferers were Block & Shaw, the tobacco pipe manufacturers on Emerald street, whose factory is said to have been set on fire. They suffered a loss of $600.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

PHILADELPHIA SMOKE VETTERLEIN BROS. SABOROSO PHILADELPHIA CIGARS BOSTON

A. J. HINSEY,
Manufacturer of
Fine Havana and Domestic CIGARS
For Wholesale and Jobbing Trade Only. Correspondence solicited. Akron, Pa.

G. S. TRUMP & CO.
Manufacturers of CIGARS
SPECIAL BRANDS to Order. Allentown, Pa. Correspondence Solicited.
Makers of Red Seal, Uncle John, 5c. Standard and Fair Lillian.

CHAS. TOLE & CO.
Packers of Leaf Tobacco
James and Prince Streets,
LANCASTER, PA.

TRADE WITH MANUFACTURERS.

Business continues good with most of the cigar manufacturers—especially the larger houses, and spring trade can be said to be fairly open and running. Orders from the West and Middlewest as reported by salesmen are good, while what is termed "home trade" is also up to the average.

WILL SOON BE COMPLETED.

President George E. Spotz, of the Theobald & Oppenheimer Co., is looking forward with pleasure to the completion of the company's new cigar factory at Second avenue and Ninety-ninth street, New York city. It is thought the new building will be ready for occupany in the early part of May.

AMONG THE RETAILERS.

The windows of many retail cigar dealers are filled with tempting displays of cigars and tobaccos--many of them marked at "cut" prices. The United Cigar Stores continue their "cut" prices on many imported cigars and independent dealers are following suit. The so-called "war" has not, however, reached a very serious state in Philadelphia and a majority of the dealers seem content with the volume of business they are doing.

IT WAS SHORT-LIVED.

The strike among the girl employes of the Vicente Portuondo factory, reported last week, was short-lived. The points of disagreement were quickly and amicably adjusted and the factory is now busy and running on orders as usual.

WELL-PLEASED WITH HIS VISIT.

Sol. Loeb, of the Loeb-Swartz Co., leaf dealers, returned home last Saturday from Havana in a pleased frame of mind and good health. He had good luck in securing some of the best of the old crops and secured them at a satisfactory price. Ere long he will start out on a visit to the trade.

UNDERGOES AN OPERATION.

D. E. Salomon, of W. Dittenhoefer & Co., leaf dealers, was compelled to take to his bed last Wednesday, suffering from what was diagnosised as an abscess. It will be remembered that about a year ago Mr. Salomon was severely injured at Red Lion from a fall through a hatchway. He had since fairly recovered from the injuries and the abscess is thought to have been the result of the injuries received at that time. An operation was decided upon last Monday and was performed, which, it is thought will result favorably, although of course it will be some time before Mr. Salomon will be able to be about and resume business duties.

VALUABLE NEW YORK CONNECTIONS.

Ferd. Loeb who was formerly in the leaf tobacco business in Philadelphia, and who is a son of the late Joseph Loeb, one of the pioneer leaf tobacco dealers of the Quaker City, stated to a Tobacco World representative yesterday that he has been made representative for the Philadelphia district of two important New York leaf houses. The first house he will represent is that of Cullman Bros., extensive packers of domestic cigar leaf tobacco; the second, Rothschild & Bro., widely known as importers of Havana and Sumatra tobaccos. Mr. Loeb is too well and favorably known to the trade to need much comment. So soon as he can secure a proper location—and it will be soon—he will undoubtedly show his old time enthusiasm in trade matters and with the usual good results.

It has been whispered to a World representative from a private, yet authentic source, that within two or three days after effecting arrangements with the firms mentioned, Mr. Loeb closed his first leaf tobacco deal and that it was of more than the usual or average quantity. The trade will undoubtedly be pleased to learn that Mr. Loeb has made these desirable connections.

THE DEADLY CIGARETTE AGAIN.

Cigarettes have been causing considerable trouble in Philadelphia, judging from numerous complaints made of them and their proclivity to cause crime. March 25, George Nelk, aged 24, was found guilty of murdering his mother, an aged woman who kept a cigar and candy store, and his counsel claimed he was insane—made so partially by excessive cigarette smoking.

Here is another case where cigarettes caused trouble:

"He is incorrigible, Judge: he won't work, and he spends all the money he can get for cigarettes," said Mrs. A. Schmandt, of Salem street, to Magistrate Hart at the Frankford police station a week ago. Her son Joseph, a lad 15 years of age, small for his years, hung his head in silence. Magistrate Hart committed the lad to the House of Refuge.

Excessive cigarette smoking is also said to have had much to do last week in leading a young Swede Charles Abrahamson, 24 years of age, to commit suicide, which tragedy occurred at the young man's boarding house on North Park avenue.

Public school teachers of the city are using persuasion and moral means to induce pupils to abstain from smoking cigarettes.

MOSTLY PERSONAL.

Theo. Werner, of Dunn & Co., is touring the middle West and South.

E. A. Calves, who is in Havana, is expected home the latter part of this week.

L. P. Kimmig went to Lancaster Tuesday morning and will be away about a week on business.

S. C. Jeittles, of Jeittles & Blumenthal, left for the West last Monday on an extended business trip.

Max Arndt, of J. Hirschberg & Bro., leaf dealers, is touring the West on a regular business trip.

M. F. Schneider, importer of Sumatra and Havana tobacco, of New York, was a caller upon the trade this week.

J. Harvey McBride, with Arthur Hagen & Co., manufacturers' agents, is reported quite seriously ill with typhoid fever.

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents



MINUETTE Cigarros
Ten for Ten Cents

ITABA CROOKS CIGARS
Three for Five Cents

Main Office, Hanover, Pa.

DEUTSCH BROS.
Union Made CIGARS of Merit
1397-1399 AVE. A. NEW YORK.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty *Akron, Pa.*

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited.
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.



E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

GAINING IN FAVOR

EVERY DAY

Chief Rabban *Lady Mar*

Wyoming Elk *Ortho*

La Caribbean *Nickname*

Quality Counts in the product of

The Penn Cigar Co., Reading, Pa.

JOHN H. WITTER,

Newmanstown, Pa.

Manufacturer of

Fine Havana Hand-Made

Cigars



LORD GLOSTER, 10 cents.

Henry W. Sage, 10 cents.

Dundreary, 5 cents.

WM. H. REDCAY

READING, PA.

MAKER OF

HIGH GRADE HAND MADE **Havana Cigars**

UNION MADE.

Famous Brands:

RINGOLD and FUDGE, 5c.

KEY WEST HAVANA, 10c.

Write for Prices. Jobbing Trade Solicited.

After his recent successful Southern trip, Sig C. Mayer, of M. D. Neumann & Co., visited Atlantic City for a week's outing.

John B. Oblinger, of Oblinger Bros., is in Havana and will be absent a week or ten days. He will make purchases of tobacco for his firm while in Cuba.

Milton Herold, of the Loeb-Nunez Havana Co. is absent in the West on a business trip. Arthur Loeb, eldest son of Leopold Loeb, left last week for Amsterdam.

J. W. Eckerson, of F. Eckerson & Co., leaf dealers, is visiting the New York trade; S. Strauss, with the same firm, is visiting the Eastern trade and Gus Becker, the Southern.

Among recent out-of-town visitors to the Philadelphia trade was M. L. Flood, general manager of the Connecticut Tobacco Company, of Tariffville, Conn., growers of Sumatra shade-grown leaf.

Charles P. Mullen, of the Manuel Portuondo Co., will leave for the West April 1st on a regular visit to the trade. He will go as far as Denver and perhaps to the Pacific Coast. Work at the factory continues brisk.

I. Liberman, of the Liberman Manufacturing Company, manufacturers of Cigar Making Machinery, returned home last Monday after an out-of city business trip. The machine shops at 223-5-7 South Fifth street are busy with orders for the firm's successful cigar making suction machine.

GENERAL NOTES.

It is being planned to extensively grow tobacco in South Africa.

Warnke & Klauer have started a new cigar factory at Davenport, Ia.

C. W. Myers has purchased the Washington Cigar Factory at Washington, Pa.

Sixteen girls struck for higher wages last week at Lilie's cigar factory, Kalamazoo, Mich.

George Wade, aged 32, is dying in the Jersey City hospital from excessive cigarette smoking.

The women of Illinois will prosecute a vigorous war against paper pipes—otherwise known as cigarettes. They want a state law passed abolishing them.

The growth of the tobacco industry in South Carolina has been phenomenal. The Darlington market alone reports sales of more than 7,000,000 pounds of the 1902 crop.

Government experiments in Connecticut in shade grown tobacco show that the total expense was $657 per acre; average value of crop, $1,372, leaving a profit of $715 per acre.

The "war" between several retailers in a Western city raged very fierce last week. One dealer said in a show card: "I do not sell chunks of rope for cigars—if you want rope go to"—and here a hand pointed toward a rival's store. The rival immediately followed with a show card directing the public to go to the other fellow's store for their "flor de cabbages," "flor de garbage" and "flor de stockyards."

Duty on Imported Cigars.

"No, this war between the dealers of imported cigars does not bother me at all," said the cigar store man, "for I do not think that I will ever sell any. I do not want to keep them. We get tobacco in bulk that is just as good as any that comes here made up, and we can make better cigars from it than they do in Cuba. You may not know it, but the customs law compels the payment of duty according to weight, and, naturally, the manufacturers who send their goods here must make their cigars as light as possible. The result is that the cigars are not firm, and when you draw the smoke through the weed a draft is caused that sets the tobacco burning. Any smoker who loves good tobacco knows that this destroys the delicate flavor, and the smoke thus obtained is hot, harsh, and dries the tongue. I do not believe that I will ever sell any imported cigars until they take the duty off."—N. Y. Times.

Tobacco in France.

Statistics which have just been published in France show that the State sold during the past year over 2,000,000 kilogrammes weight of cigars and 1,800,000 of cigarettes; the quantity of tobacco disposed of amounted to about 34,000,000 kilogrammes. The inhabitants of France smoke annually at the rate of a little over two pounds of tobacce per head, with an average expenditure of 11 francs for each. But addiction to the narcotic varies in different localities. For instance, while the population of the Department of the Nord contrives to get through upward of 2,800 grammes per head in the course of a year, that of the Lozere uses only an average of 400 grammes. The Parisian's average expenditure on smoking comes to nearly 20 francs a year.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Pink Elephant, The Better Sort, Puffine, Tonopah, High Hawk, La Mildura, Marie Cahill, Forest Park Rose, 2-11-44, Colored American Beauty, Les Beaux Arts, Tainy e Dobree, Miners' Victory, Hoosier Rolls, 102, The Nail Hitter, Union Queen, Union Bird, Dr. Bull, Smiling Isle, David Bispham, El Jolo, Union King, Ben Mizra, El Kadir, No. 4, Abdur Rahman, Bengalita, Charles F. Haviland, Noweeta, The Hague, Silver Bass, Hazen S. Pingree Post, No. 147, Golden Arm, El Tympanum, Seal of Georgia, Mexican League, Sporty Maid, Havana Prize, El Jaysie, Reina Adela, Henryk Sienkewicz, Great Wallace, N. A. T., On 2 U, El Bornero, Delmonda, El Chamano, La Flor de Mercine, S. L. S., The Richest Cigarette, Sail and Rail, Skenedonk, King of Navarre, Royal Diplomat, Lotus Belle, Prime Worker, Maccabee Indoor Base Ball Team, Kingmond, Lord Camden, Lord Amherst, Lordship, Lord Holland, The Pumper, Oil Well Derrick, St. Elmo, Henry Van Dyke, Green Eye, Archer, Arquero, Lady Hunter, Submarine, El Welzo, Union Button, Union Badge Spanish Lassie, The Tavern, El Toda, Auto Girl, Auto Maid, Moto Girl, Moto Maid, Havana Poppy, El Donador, El Reis, Licking Valley Rowing Association, La Finura, La Drina, Sortie, Aguila del Mar, Green Eyes, The Period, Supreme Jurist, Big Duke, Le Khedive, Prime Choice, Sweet Erin, Tom Barrett, Andrea Delsarto.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R



E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible. Selected B's and Good Tops a Specialty.

SONDHEIMER & SMITH,

Packers of and Dealers in LEAF TOBACCO

LANCASTER, PA.

P. L. Leaman & Co.

Packers and Dealers in LEAF TOBACCO

145 North Market Street,

Lancaster, Pa.

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

J. W. DUTTENHOFER,

Dealer and Jobber in LEAF TOBACCO

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,

Packer of and Dealer in Leaf Tobacco

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

Ready for the Market

1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing

1902 FINE FORCE-SWEATED CONNECTICUT

I. H. Weaver, Packer of Leaf Tobacco

241 and 243 North Prince Street,

LANCASTER, PA.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE,

Packer of

Fine Connecticut Leaf

ALL GRADES OF DOMESTIC

Cigar Leaf Tobacco

201 and 203 North Duke Street,

LANCASTER, PA.

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St.,

Lancaster, Pa.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

L. E. Ryder,
Wholesale Manufacturer of
Cigars
Lancaster, Pa.
The Best Possible Goods for the Least Possible Money.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.


Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

A. W. ZUG
High-Grade Cigars
EAST PETERSBURG, PA.


Recommended for Exquisite Aroma and Excellent Workmanship.
We Employ No Salesmen.
All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.

WE CAN SAVE YOU MONEY
When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Books,
Etc.

THE STERNBERG MFG CO.

Ask for Our Catalogue No. 5
IT ILLUSTRATES 1500 of the LATEST AND UP-TO-DATE CIGAR MOLD SHAPES AND A COMPLETE LINE OF CIGAR MAKERS' SUPPLIES

Main Office and Works, 1702-1712 West Locust Street, DAVENPORT, IA., U. S. A.

Tobacco War in Milwaukee

Causes Apprehension to Retailers—Cut Price Cigar War May follow.

Tobacco and Trade News of the Northwest—Tobacco Shipments, Etc.

Western Office of The Tobacco World,
Room 29, Miller Block,
Milwaukee, Wis., March 28, 1903.

The trade among the retailers and leaf men has picked up considerably the past week and has been better than at any time since the opening of the year. All of the large downtown stores report good business, and wholesalers say that orders from the other retailers on the outskirts of the city have also been very heavy, especially on five cent brands as well as on granulated tobaccos.

The news coming from Madison, Wis., last night, to the effect that the State Legislature has passed the Dudgeon bill, prohibiting the sale of cigarettes or cigarette paper or their importation into the State, has created consternation among the retailers. It was thought certain that the bill would meet the fate of bills of like nature, and its passage was not therefore opposed by any organized effort.

Milwaukee is at present in the midst of a cigarette war. Leading dealers of the city have announcements in their show windows to the effect that two packages of 15-cent cigarettes will hereafter be sold for a quarter, and it is said that the cut will extend so as to take in every retail shop as well as many of the drug stores in the city. Just why the cut was started, or by whom, could not be learned. Heretofore prices have held up well.

It is said that several west side retailers along Grand avenue will begin cutting prices on five cent cigars to compete with a firm that is selling goods of the United Cigar Stores Co. Cigar prices have always been maintained, therefore, if a cut-price war starts, as there is every indication that it will, the fight will be a very bitter one.

The B. Liedersdorf Tobacco Company has this week sent to the dealers around the city and State samples of fine cut tobaces and snuff that the company is introducing to the trade. The sample outfit is a very neat one and contains 12 packages of Sweet Owen fine cut chewing tobacco, two 3-ounce cans of St. Francis snuff, one pound of Swedish snuff put up in small packages, as well as other brands. Window displays of the new goods will be made the coming week along Grand avenue and Wisconsin street.

O. G. Pillsbury, general representative of the Continental Tobacco company, of New York, is in the city this week looking for a representative to handle his lines throughout the State.

Michael Rosenfeld, of Salvator Rodriguez, Tampa, called on the Fay Lewis Company and other dealers during the week.

Fred Olds, of Olds & Whipple, Hartford, Conn., was in the city calling on the leaf jobbers and dealers with samples of the firm's shade grown tobacco.

Harry Solomen, of Gustav Solomen & Bros., New York, is in town as also is Joe Labe, of Benjamin Labes' Son, Philadelphia. Both are visiting the leaf trade.

Fay Lewis & Bros. are making a display of Red Seal stogies and the Masterpiece cigar this week. Sales on the new 10 cent brand, Chief Foley, are also heavy.

Daniel Jones, the Wells building druggist, has a large window full of Lord Chester cigars.

The Hotel Pfister cigar stand is featuring Thomas Jefferson cigars this week.

NORTHWEST TRADE NEWS.

Percy Wiggenhorn, of the Pamperin & Wiggenhorn Cigar Company, at La Crosse, Wis., will, it is understood head an enterprise to build a tobacco sorting plant in that city. It is learned that Mr. Wiggenhorn has been considering the matter for some time and that his project is one of those spoken of by Secretary Calvert, of the Board of Trade, when it was announced that the plant of the U. S. Cigar Company would not come.

There no longer remains any question but that La Crosse is to be the center of the Western Wisconsin tobacco growing district and it is the belief of Secretary Calvert of the Board of Trade that the new Wiggenhorn plant will not be the only one to be built in La Crosse within the next year.

The Calumet Cigar Co., of Superior, Wis., is making preparations to remove, in the near future, from their present quarters to the double store room in the New York block, corner of Fourteenth and Tower. The company intends to open a first-class billard and pool room, with cigar and tobacco store in the corner room on Fourteenth street and will use the other half of their space for the cigar factory, boxing and labeling room and stock room.

Herman Binte, traveling agent and one of the main stockholders in the Standard Cigar company, of Juneau, made his customary trip to Milwaukee Tuesday.

L. L. Wilson has sold his cigar factory at Albany, Wis., to P. J. Babler, of Monticello, and will go to Brodhead to work for Oscar Hyatt.

John Josephson and Henry Robarge, of Rice Lake, Wis., have formed a partnership and will soon begin the manufacture of cigars.

At the meeting of the directors of the Stoddard tobacco warehouse company at Stoddard, Wis., this week, the following officers were elected for the coming year: President, Henry Blashek; vice president, H. H. White; secretary, Ed. Wolfe; treasurer, John Hanesworth.

Harry M. Curtis, who has been head bookkeeper for the American Cigar Company, at Spatta, Wis., for the past two years, has been tranferred to Madison, having a similar position with the company at that place.

Fred Blanchard has sold his interest in the cigar factory at Amery, Wis., to Aug. Asperstrand. The firm is now Asperstrand & Blanchard.

Shipments of tobacco for the past week amounted to 600 or 700 cases, of twelve to fourteen cars, at Edgerton, Wis. The closing of one of the American warehouses is one cause of the decrease in the total pay roll, which was $7663.26 for the week ending last Saturday.

K. N. Grundhuvd, a Brodhead, Wis., manufacturer, shipped one order for 30,000 cigars to one party this week. Three experts are kept constantly busy to supply the large demand for Mr. Grundhuvd's brands.

Fifteen carloads of tobacco have been shipped from Stoughton, Wis., during the past week.

Rezek Bros., the Antigo, Wis., dealers, are advertising a pipe sale through the county papers in a radius of thirty miles of their city.

Chinese Leaving San Francisco

For Alaskan Fisheries Causes Lull in the Leaf Tobacco Market—Rumors of Pending Sales - Personals, Etc.

San Francisco, Cal., March 24, '03.

The development of cigar manufacturing on this coast is emphasized at this time of the year by the annual emigration of Chinese cigarmakers to the Alaskin fisheries. Thousands of Chinese

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. **RED LION, PA.**
Sumatra Wrapped and Long Filler Goods a Specialty.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

This cut represents the Style of Brand used on



SPECIALS

Write for Samples and Prices. *TO JOBBERS ONLY.*

PHARES W. FRY---Lancaster, Pa.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 16x12x2½ to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x1⅞ for each wall case shelf; 14x18x40 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

USE OUTDOOR DISPLAY

We Furnish Estimates To Advertise Anywhere

PAINT OR POSTER

Sketches and Designs FREE

The BILLPOSTING SIGN CO.

814 Walnut Street, PHILADELPHIA.

Wanted. Seed Scraps and Siftings

Submit sample by mail and put name and address on parcels

INTERNATIONAL TOBACCO COMPANY

204-206-208 East 27th Street, NEW YORK

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher

Hopkinsville, Ky

are employed for nearly six months in the northern fish canneries and fishing fleets, and as the wages are better than those of Chinese cigarmakers several hundred of them leave every year. Practically no Chinese are coming in, and cigarmakers of this class are getting scarce. The immediate effect of the large emigration is to cause a slight lull in the leaf tobacco business, but it is increasing the activity of manufacturers who employ white labor.

Mr. Hartman, representing S. R. Moss & Co., is now in San Francisco booking large orders for the Quaker Girl cigar, manufactured by that company.

Edwin A. Sutter, one of the firm of Sutter Bros., is now visiting his various friends about town in the interest of the house.

Mr. Silverton has arrived in town to represent E. A. Kline & Co. He will remain here all summer.

Henry Tietig, Jr., of Tietig Bros., leaf dealers and manufacturers, of Cincinnati, has been about town doing a good business for his house.

Jose Dias, of Bustillo Bros. & Dias, is in the city, making his headquarters with Michalitschke Bros. & Co.

Jos. Kenny, with R. & W. Jenkinson & Co., arrived in the city a short time ago and booked a large number of orders. He is now taking in the important towns on the coast.

The rumor circulating about town that M. Blaskower & Co. has sold, or will sell, to the American Tobacco Company seems to be gaining some credence among local dealers. If the American Tobacco Company is making offers to this company and to M. A. Gunst & Co., something is likely to happen on account of the rivalry of the two local houses. Mr. Blaskower, who has just returned from the East, does not say that offers have been made to him, but does express his willingness to sell if the offer is made and the price is big enough.

C. B. Tomson, proprietor of the cigar stand at the corner of Battery and Market streets, has gone to Richardson Springs for a two weeks' outing and recreation.

H. L. Judell, of H. L. Judell & Co., wholesalers, at 314 Sacramento street, says that he has secured the line of Turkish tobacco and Egyptian cigarettes of T. Chalkiadi & Co. His son is now in the North sending in large orders.

C. J. Simon, at 320 Sacramento street, returned last Sunday from a four weeks' trip throughout the East. He will start out immediately on his trips through the Pacific Coast territory.

The Lichtenstein Cerruti Co., wholesalers, at 536 Washington street, are meeting with great success with their deal on their new Unionist brand. Edward Cerruti is now in Southern California sending in big orders.

G. W. Hammerly, who has charge of a cigar factory on Montgomery street, says that he is enjoying a quiet business, but one that is steadily increasing.

C. S. Bier, who has charge of the Sunset cigar store, 7 Montgomery street, has been ill for the past day or so. In the show window of the Sunset a special display is being made of the newly-arrived Roseberry Juveniles.

T. Rinaldo, of Rinaldo Bros. & Co., wholesalers on Battery street, is expected back from his Eastern tripp in a few days.

An important sale in Southern California trade circles that has been hanging fire for some time past was consummated last week when Joseph Rolfo sold the Palace cigar store, on Front street, Colton, to B. D. Warner, who will conduct it as a first-class cigar store.

Perry Ore has sold his cigar and tobacco business at Republic, Wash., to Beck & Dell.

The firm of Vis & Gould, which has been conducting the Rialto cigar store, at Medford, Oregon, for the past year, has dissolved partnership, J. J. Vis purchasing the interests of Frank Gould in the business.

J. R. Carman and J. H. Hughes have purchased a site on Tenth avenue, at Seattle, Wash., on which they purpose to erect a cigar box factory, the first, it is said, of its kind to be located in the Northwest. They have purchased the old Pacific Coast factory on First avenue, and will, as soon as the proposed building can be erected, remove the machinery to the new location. The plant, including machinery and land, will cost about $5000. The output of the proposed plant will be about 2000 boxes daily.

Rutman & Keating have purchased H. Hull's cigar store at Coupeville, Washington.



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories:

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.





Great Sire

A National Leader in

Five Cent Cigars

MADE BY

J. E. Hostetter,

Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: { YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 85,000 per day.

Prompt Shipments guaranteed.



BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited.

Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND and the ESSIE Brand.



B. F. ABEL,

HELLAM, PA.

Manufacturer of Fine Seed & Havana

Cigars

Joe F. Willard is Our Popular Leader.

H. G. HOELTZEL

Manufacturer of

RELIABLE UNION MADE

Cigars

LANCASTER, PA.

LEADING BRANDS:

Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.

J. K. PFALTZGRAFF & CO.

Manufacturers of

High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.



"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

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G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

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E. A. CÁLVES & CO. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

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High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.



Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

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Makers,

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SHADE GROWN SUMATRA in Bales

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Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

SLEE'S CIGAR STORE AT TRENTON.

One of the Leading Business Houses of the City—Order for 125,000 Cigars Given.



CHARLES SLEE.

The above is a half-tone photographic illustration of Charles Slee, one of the leading cigar dealers of Trenton, N. J. Mr. Slee's place of business is at 3 South Broad street where he carries a large and varied stock of popular cigars, cigarettes, pipes, smokers' articles and tobaccos. He recently closed a contract with Weiner Bros., of Philadelphia, for 100,000 Slee's Leaders and 25,000 Slee's No. 3—the cigars to be furnished monthly as called for. Mr. Slee's leading imported cigar is the Manuel Garcia although of course he keeps in stock other brands. Weiner Bros., it is stated, are making a strong bid for the full line of domestic goods and as they endeavor to give satisfaction in every way may secure the order.

Mr. Slee's cigar store at the Capital City of New Jersey is a model one in decorations and artistic window displays. The store fittings are of cherry and the many display and window cases of glass. Electric lights handsomely illuminate the store at night and set forth the arrays of selected smoking pipes and materials and cigarettes, as well as the stock of cigars, to the greatest advantage. The Slee cigar store is a popular one in Trenton and has a large clientile among the consumers of the city whose trade is considered desirous and profitable. Mr. Slee's leading brands of domestic cigars are: Slee's Leader and Slee's No. 3, and that they are sold in large quantities can be judged by the facts already noted of his having closed an order to have 125,000 of them manufactured for delivery within a year.

JACK TAR TOBACCO EXPERTS.

On the receiving ship Columbia, which is anchored at the Cob Dock in New York, 400 of Uncle Sam's naval recruits are chewing tobacco for the purpose of determining what brand of plug shall be adopted for use in the navy during the coming year. The tobacco chewing contest began on March 25, although the judges met formally on the previous day to organize and to open the samples to be tested. The judges will remain in session at the navy yard for the next ten days. One of them is Capt. Miller, the acting commandant of the yard, an expert on tobacco, who is chairman of the Naval Inspection Board. The total number of samples received is 264, sent by forty-four different tobacco concerns at the request of Secretary of the Navy Moody.

Some of the naval paymasters who pride themselves on the fact that they have chewed and smoked ever since they were twelve years old are among the judges who will have a final say in the matter.

The first action taken was to arrange a schedule of the samples, numbering each piece of plug received. The judges will not know from whom the samples came until after they have rendered their decision. After the samples were numbered the judges got out their knives and proceeded to dissect some of the samples to see what they should find inside. They knew from experience that they might run across anything from a collar button to a can-opener, including shoe-strings, suspender buttons, toothpicks, matches, hairpins and red tape.

"Yes," said Capt. Miller, "we are likely to find anything in plug tobacco. I remember last year our chemist discovered copperas, evidently put into the tobacco to give it the proper bite. Then there are molasses, and, of course, all sorts of drugs. We test the tobacco first to see how it smokes and tastes in chewing, and if the verdict hits a particular sort right, the sample is sent over to our laboratory to see whether there is anything harmful in it. If the chemist then reports it as fit for use, we decide on that sample, and so on. Last year when the fleet was here we sent samples to all the boats to see how the men liked them. This year, since the Columbia is the only ship we have here, we sent the samples to her for the men to try."

The majority of the men on the Columbia were recruits who had come from all parts of the globe to join Uncle Sam's navy. There were old-timers from the Bowery who bragged of having learned to chew tobacco even before they were old enough to attend a school, men from all corners of Europe and all sections of the States. One fellow actually declared that he had learned to chew when he was a year old.

Half a hundred with pipes were testing the plug, cutting it small enough for smoking purposes. One man who was smoking a broken clay pipe said he had owned the pipe twenty years and that it was strong enough to kill more Spaniards than ever Admiral Dewey slew.

When the chewers and smokers got together in groups they offered to make wagers that they could tell the name of any particular brand they were testing. This brought up the subject of firm names and led to a discussion of the so-called tobacco trust, which was finally interrupted by the mess call. But even while eating the jackies continued the discussion on tobacco and will probably keep it up until the official judges determine just what brand the blue jackets will smoke and chew during the coming year.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO" "CUBANOLA" "GEO. W. CHILDS" "JACKSON SQUARE" "PREMIOS" "EXPORTS" "LA BELLE CREOLE" (10c)

"FONTELLA" "RENOWN" "SALVA FUMA" "SANTA BANA" "PEOLA" "SMOKETTES" "COLUMBIA" (10c) "DOWLEDO"

"WEGO" "NERVE" "STAR" "LILLIAN RUSSELL" "TURCO" "VELVET" "CONTINENTAL" (10) "DETROIT FREE PRESS"

"SIONA" "SPANIOLA" "TWO ORPHANS" (2 for 5c) "BENEFACTOR" "FLORODORA" (3 for 10c) "FLORODORA OPERAS" (5 for 10c) "PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000.00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000.00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000.00 "
To the	20 persons whose estimates are next closest	($250.00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50.00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10.00 each)	20,000.00 "
To the	3,000 persons whose estimates are next closest	($5.00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2.50 per box)		75,000.00
	35,213		
	35,213 persons		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates.]

Information which may be of value in making estimates:—The number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445,495,483	August	483,551,833	485,441,753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628,881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.



Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.



Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

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ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also The Best Goods Under the Sun, because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous
UNION BUTTS GOOD STUFF
Trade-Mark.
If you sell PLAIN SCRAP GOODS, we are the leaders, and it Will pay You to Look Us Up.
Taylor Bros. Tobacco Co.
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COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE, Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
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Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
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Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

LEAF TOBACCO MARKETS

CONNECTICUT VALLEY.

The growers in the Connecticut Valley are more in favor of the confirmation of a New England Tobacco Growers' Association, as is shown by their liberal subscriptions.

According to local papers, at a meeting held in Whately, 300 shares were taken. Using that town as an indication of what may reasonably be expected of other towns, it seems as though most of the 5,000 shares would be subscribed for in the Massachusetts part of the valley; for the acreage of Whately usually does not exceed 425 acres, while Hatfield comes to the front with 800 acres, Deerfield from 500 to 600 acres. With such a proportion those three towns should subscribe between 1,200 and 1,300 shares. It is the writer's hearty wish that the consolidation should succeed; for if any class of laborers need mutual assistance it is the tobacco growers. But while working for a general organization let us not forget the small local organizations. They may appear weak at this time, but the time may come when they may be needed as a balance wheel or check valve to the larger and more powerful corporation.

The capital required by the corporation should be subscribed by the local corporations, allowing one or more delegates to attend the business meetings of the general corporation, the one or more members from the local corporations to have the power to vote the whole stock in one block, and one share is to be a unit of the whole, and to represent as 1 share is to 5,000 shares.

We have to report the sale of a few lots at Wethersfield, Ct., G. H. Warner, J. Eagan, T. Smith, to Miller, of Hartford; J. S. Welles, A. Griswold to Dickenson, of Hartford; C. E. Adams to Griswold, of West Hartford. The correspondent reports that about one-half of the tobacco remains in the hands of the growers, that about the usual amount will be grown in the coming season. The buyers seem loth to pay more for the best than they paid for the first sold. —American Cultivator.

BALDWINSVILLE, N. Y.

A considerable amount of tobacco has been received here during the past few days. Gieske & Niemann, of Baltimore, have been receiving and have taken in a large number of crops which have been shipped as soon as assorted. M. Tobin is reported as having made several purchases for his firm, M. Rosenthal & Co., of Lancaster, Pa., among them Fred Schamou, of Clay, 8 cases at 7c and Butler Bros., 16 cases at 7c. Farnham & Reynolds, of Corning, are still in the field and have made a few purchases. A. Heinke, who has been in Ohio making purchases for his firm, returned home at noon Thursday.—Gazette.

EDGERTON, WIS.

There is little of news to be gleaned from the local markets, and while the country roads remain in the present condition tobacco movements must necessarily be small. There is a disposition among a few local packers to increase their holdings of the new crop whenever circumstances will permit of riding and it is probable more, both old and new leaf will be lifted as soon as the country districts can be reached. Some of the cheaper grades of the new are being disposed of at from 5 to 7 cents when the crops still remain in the bundle.

The most important sale of old leaf for the week is the Viroqua packing of O. H. Helgerson, some 600 cases of 1901, sold to C. F. Tallard. Andrew Jenson also sold 150 cases of 1901.

Some tobacco is being delivered, even over horrible roads, and the warehouses are kept busily at work, though with many the end of the packing season is now in sight.

Shipments, 525 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Continued activity prevails on the loose floor market at full prices during the season: Lugs, 4 to 5¼c; Leaf, 5 to 8½c. Sales are decreasing as bulk of the crop has already been delivered. There were 21 hhds. Low and Common Lugs and Leaf offered, with 20 sold. Lugs, 4 to 4¾c; Leaf, 5½ to 6½c. Old tobacco of the limited quantity for sale is selling freely: Lugs, 5¼ to 6¼c; Leaf, Common, 6½ to 7c; Medium, 7 to 8c; Good, 8 to 9½c. The warehousemen will make liberal sampling next Wednesday, April 1, of a fair line of various grades, and if prices are satisfactory large breaks will follow. Prospects point to active, quick sales and short season as the crop is well in hands of factories and warehousemen.

Receipts for the week, 485; for the year, 4,720; Sales for the week, 115; for the year, 731.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 756 hhds. Offerings on the breaks 109 hhds.; public and private sales, 111 hhds.

The market was firm for the sorts offering, consisting of the lower grades of leaf and a small percentage of lugs.

The wrappers and finer sorts are sold privately. We at last have a spell of dry weather which will give opportunity to burn and sow the remainder of the plant beds, work usually done in February.

The early beds will be ready for early plantings, and seasonable weather may hurry forward the beds now being sown.

QUOTATIONS:

Low Lugs	$1.25 to $4.50
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.50
Common Leaf	6.75 to 7.25
Medium Leaf	7.50 to 8 50
Good Leaf	9.00 to 10.00
Fine Leaf	10.50 to 12.00

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application≈
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED≈

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
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Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty CIGAR RIBBONS,
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OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

CIGAR MOLDS
We offer you the Best Vertical Top Cigar Molds at lowest price.
Full line of Cigarmakers' Supplies.
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
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CIGAR BOXES of Every Description
Gold Leaf Embossed Work
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FRAZIER M. DOLBERR. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
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Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

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Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.


Patented, Sep. 20, 1887.

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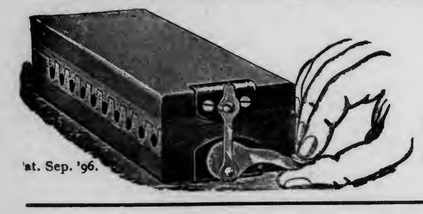
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Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press


Patented Sept. 1896.


'at. Sep. '96.

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Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

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MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

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Mirror	5 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

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Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Business Changes, Fires, Etc.

Connecticut.

East Hartford. Vanderburg & Burnham, manufacturers and retail dealers in cigars, dissolved. Succeeded by Charles Vanderburg.

Illinois.

Galena. Wm. F. Fuchs, cigar manufacturer, discontinued.

Massachusetts.

Boston. Ferry Cigar Store dissolved. Paul K. Olufson retiring and Tellof G. Fugelstad continues the business under the same style.

Pepperell. Ralph Scipioni, cigars, etc., suffered by fire.

Minnesota.

Duluth. C. N. Stockwell, cigars, succeeded by Martin Rosendahl.

Nebraska.

Valentine. A. F. Webb, cigar manufacturer, succeeded by Ream & Clark.

New York.

Binghamton. W. H. Beck, cigar manufacturer, burned out. Insured $5,000.

Johnstown. C. R. Newnham, cigar manufacturer and retail dealer in tobacco and cigars, succeeded by Newnham & Dillon.

North Dakota.

Grand Forks. Lendrick McNeil, cigars and tobacco, satisfied real estate mortgage $500.

Ohio.

Bryan. A. L. Bigelow, tobacco, etc., sold out.

Cincinnati. Leon Nathan, retail cigars, dead.

Dayton. Jacob Schwab, of J. Schwab & Son, cigars, dead.

Pennsylvania.

Erie. Foster & Terrey, cigars, dissolved. W. G. Torrey continues.

Scranton. Charles C. Deckluick, cigar manufacturer, execution, $194.

South Carolina.

Columbia. J. H. Mancke, cigars, etc., chattel mortgage, $480.

Texas.

Beaumont. E. N. Brown, wholesale cigars, petition in bankruptcy.

PATENTS RELATING to TOBACCO, Etc

723,672 Tobacco smoking pipe, Frank Holland, Porterville, Cal.

723,798 Match box, Wm. T. Wilson, Ansonia, Conn.

Time for a Change.

"I can stand a joke as well as any one, even at the expense of my town," said the resident of Lonesomehurst, "and I will admit that my pipe may be getting a bit strong, but when the office boy gets into the game and asks if I am smoking transfers I think it is about time to get a new boy."—N. Y. Sunday Times.

Phones: K'yst'ne, 67-70 Main; Bell, 62-39 A

MUNJURA

Union Made

Turkish Cigarettes

Manufactured by

M. KAUFMAN & CO.

Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail

504 S. 5th St., Philadelphia

Manhattan Briar Pipe Co

Manufacturers of

Briar and Meerschaum Pipes

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Manufacturer of High Grade

EGYPTIAN CIGARETTES

74 Wooster Street NEW YORK

Traveler—Cork Tips. **Planet**—Gold Tips
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Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

M. Kleinberg,

219 North 2d Street, Phila.

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Le Droit Bldg., WASHINGTON, D. C.

JACOB G. SHIRK,

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Plug and Smoking Tobaccos

PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.

Manufacturer of Lancaster Long Cut Tobacco

Our Leading Chewing and Smoking Brands:

LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST
REBATE LONG CUT

Manufacturer of **High-Grade Turkish & Egyptian Cigarettes.**

P. S.—I manufacture all grades of **PLUG, SMOKING and CIGARETTES** to suit the world. Write for samples.

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THE TOBACCO WORLD

ESTABLISHED IN 1881
Vol. XXIII., No 14

PHILADELPHIA, APRIL 8, 1903.

ONE DOLLAR PER ANNUM.
Single Copies, Five Cents.

A. COHN & CO.

Having had so many inquiries for their

1902
Florida Tobacco

beg leave to say that it is not quite ready for the market, but expect to show samples toward the end of the month.

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Manufacturers,

TAKE HEED!

YOU CAN'T MAKE GOOD CIGARS of Poor Tobacco;

YOU CAN MAKE FINE CIGARS of Good Tobacco;

BUT YOU CAN MAKE THE FINEST CIGARS of the BEST TOBACCO,

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ROTHSCHILD & BRO.

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New York;

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Industria 144, Havana, Cuba.

THE TOBACCO WORLD

THE EGYPTIAN CIGARETTE INDUSTRY IN THE UNITED STATES.

By JOHN W. MERRIAM, President of the Onarga Sigaret Co.

OF the making of Egyptian cigarettes there is no end, and the productiveness of the manufacturers precisely marks the steadily advancing demand.

The Egyptian cigarette is an exotic everywhere excepting in Turkey. It is an exotic in Cairo and Port Said, in Malta, in Vienna, in Dresden, in London, in New York—in short, wherever it is manufactured outside of Turkey. Egypt grows no tobacco, but imports all it uses in its cigarette industry from Turkey. The climate of Cairo, or of Port Said, has nothing whatever to do with the flavor of cigarettes manufactured there, and the only reason the term Egyptian cigarettes is of such general vogue the civilized world over is that the first manufacturers in Cairo had the good sense to advertise their wares. They advertised them largely, ingeniously, and all the time. This was in striking contrast with the methods of the conservative old Turkish tobacco regie at Constantinople, from which the bright people in Cairo bought the tobacco which they manufactured into their cigarettes. The Turkish regie, which made vastly more cigarettes in Constantinople than were made in Cairo, and of a quality perhaps equally good, did not advertise. The result has been that the world to-day talks of Egyptian cigarettes almost exclusively.

It was long ago demonstrated in New York that we could make Egyptian cigarettes here of a flavor equal, if not superior, to the same kind of cigarettes made in Cairo or Port Said. As in innumerable other lines of industry, it is all a question of knowing how. In this instance the "how" is the blend. The tobaccos grown in Turkey are well understood by cigarette manufacturers. By some they are better understood than by others. The industry, however, is still in its infancy in the United States, notwithstanding the multiplicity of brands there are on the market, and the activities of the enterprising manufacturers. I predict it will not be long before the smokers of the United States will be consuming more Egyptian cigarettes than are to-day consumed in Austria-Hungary. At present Austria-Hungary smokes at least thirty times as many Egyptian cigarettes as we do. In Vienna everybody smokes them, men and women. Egyptian cigarettes are cheaper in Austria-Hungary than they can ever be here, because the Austrian-Hungarian Government does not levy the same tariff on imported tobacco that we levy; but, on the other hand, there are vastly more well-to-do people in the United States than there are in Austria-Hungary, and it is to this class of the population that the manufacturer of the Egyptian cigarette in the United States caters. I do not believe that so-called Egyptian cigarettes of the cheaper grades will ever drive the Virginia or North Carolina cigarette out of the market, but I am, nevertheless, firmly of the opinion that the finer grades of Egyptian cigarettes have a remarkably bright future before them in this country The demand is here, and it is here to stay.

Permit me to say a word as to the Onarga Sigaret Company: Mr. Bertrem Levyn, our general manager, understands the blending of Turkish tobaccos thoroughly, and will give his personal and unremitting attention to the factory. Our aim will be to manufacture Egyptian cigarettes of the "better sort." The name "Onarga" I have borrowed from the State of Illinois. Onarga is a little town in Illinois where I spent my boyhood and where I earned the first money I ever earned. I earned it when I was a boy of nine, picking strawberries of "the better sort."

JOHN W. MERRIAM.

FIRST ROTTERDAM INSCRIPTION.

The first Sumatra inscription at Rotterdam of the season of 1903 took place on April 1. The American buyers were:

E. Rosenwald & Bro. 109 bales D C M Deli.

A. Cohn & Co. 117 bales P v d A H and D C M Deli B.

L. Schmid & Co. 323 bales P v d A H and 317 bales Arnhemia Deli.

H. Duys & Co. 300 bales D P M Deli.

S. Rossin & Sons, 100 bales Arnhemia Deli.

Sutter Bros, 50 bales.

Prices at the sale were moderate and some of the tobaccos were remarkably fine.

Tax Assessment Sustained.

At Jersey City, N. J., April 1, the Tax Appeals Commissioners voted to sustain the valuation put by the Tax Assessment Commissioners on the property of the Tobacco Companies known as the Trust in Jersey City. The assessment is $1,358,300. It was $669,600 last year.

TRUE TOBACCO ROMANCES.

XV.—The Right to Be Happy.

He never joined the union, he never discussed the trusts, but he has attended strictly to his own business, which is that of a cigarmaker, every weekday for over thirty years. He is a man of superior intelligence yet absolutely devoid of ambition of the selfish sort. His skill at cigarmaking is of a very superior kind, yet he has never made anything better than a cigar retailing at ten cents in all his life. Every morning finds him at work at eight o'clock and every evening at half past six he is at home with his family.

This contented cigarmaker's one romance has centered in the wife whom he married in early manhood and who for more than twenty-five years past has been a sufferer from that form of rheumatism which stiffens every joint to absolute rigidity and which is said to work its way stealthily and remorselessly to the heart The eight children born to this couple came into the world before the wife's malady manifested itself in its full gravity. Before her oldest child was sixteen the mother's limbs were as rigid as the chair in which she spent her waking hours. She required to be fed and tended like a helpless infant. Nevertheless this suffering woman succeeded in making accomplished musicians out of each of her children. The first one she taught herself. She could not guide its fingers with her own stiffened ones but she taught him the keyboard of the piano by word of mouth, having been herself an accomplished musician in her youth, and then, as the other children grew up, they taught one another each in turn. Today in the city in which they live they each have large classes of pupils of their own and enjoy the esteem of a wide circle of friends. But the happiest time any of them know is that which they spend by the chair of their invalid mother. She is a constant delight to them. When they are in her presence their eyes never leave her face, and if, as occasionally happens in even the severest cases of rheumatism, she crooks a finger, the joyful cry is instantly heard, "Oh, mother is getting well!"

The children have the same affection and respect for their father that they show toward their mother. He might long ago have resigned his job in the cigar factory to live upon the gladly volunteered contributions of his children, yet he has not done so. He understands his trade and is content to keep on with it. He holds to the simple faith that every handicraftsman has a right to work and a right to be happy.

ARE CIGAR DEALERS BLAMABLE

For the Strict Enforcement of the Odious Blue Law?—A Few Remarks on Loafers and Slot Machines.

The decision of Magistrate Gorman last week that the publication of Sunday newspapers is not a violation of the Blue Law of 1794 which prohibits "worldly employment" upon the Lord's Day—"works of necessity and charity only excepted"—meets with general approval. While he did not formally decide the question, "Are Sunday newspapers a necessity?" the Magistrate said that it called upon to decide that question, he thought that he would decide it in the affirmative. The question of what constitutes "worldly employment" upon the first day of the week, commonly called Sunday, is one of deep interest to the retail cigar dealers of Philadelphia. Many of them have been arrested, at the instigation of the so called Sabbath Closing Association, charged with having violated the Blue Law of 1794 by selling cigars on Sunday. The dealers arrested were adjudged guilty, and fined each $4 and the costs.

If Sunday newspapers are a necessity, are not Sunday cigars also a necessity? Which would the average man choose to go without, if he had to make the choice? It is quite certain that he would have his smokers, and, in the sense that smoking is a habit, he would suffer if he had to go without. It seems fair to assert that cigars are a necessity to mankind on Sunday, and that it is neither a misdemeanor nor a crime to either smoke them, buy them or sell them on the Sabbath.

It has been charged with more or less truthfulness that some retailers who sell cigars on Sunday are blamable in more ways than one, to-wit: They permit loafers to congregate in and about their stores, and this gathering together of a crowd of men who laugh, talk loud, and perhaps use profane or vulgar language, is decidedly objectionable not alone to "church folks," but to many conservative men and women who believe in observing the proprieties not alone on weekdays but especially upon the Sabbath. Again, some cigar dealers have allowed customers to "play" slot machine on the Sabbath. The machines are "played on the quiet," of course, and no great disturbance, if any, is made, but the moral effect is there, nevertheless. Such "carryings-on" are whispered about, and in due time reach the ears of people who are opposed to games of chance, their danger to men and boys and the desecration of the Sabbath, and the result is that the sentiment opposed to opening the cigar stores on Sunday grows stronger.

Would it not be well for dealers who offend in the manner indicated to put a stop to the "loafing" and slot machine nuisances, to the end that public opinion against the selling of cigars on Sunday may be placated and changed? Very few people are honestly opposed to men buying a necessary smoke or pipe of tobacco on Sunday—assuming that the transaction is conducted in keeping with the spirit of the day—in a quiet and respectable manner—and it is quite probable that such transactions will be permitted in Philadelphia in the near future.

Former Judge Gordon so vigorously punched holes in the odious Blue Law of 1794, at the recent hearing of the Sunday opening cases before Magistrate Gorman, that it would seem a wise move for the cigar dealers who may be arrested in the future to secure his services to contend that the selling of cigars on Sunday is as lawful as the printing of newspapers, selling the same, making and selling ice cream, etc.

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The Tobacco World is the best of all Tobacco Papers because:

1. It is conducted by men whose technical knowledge of every branch of the tobacco trade and its ancillary industries is most thorough, and whose personal acquaintance in the trade is most extensive.
2. **The Tobacco World** treats all questions and all individuals and corporations with absolute fairness.
3. **The Tobacco World** voices the sentiments of the trade and all its branches on all public questions.
4. **The Tobacco World** is always the first to give **the news.**
5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.
6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.
7. **The Tobacco World** numbers among its volunteer contributors the best informed and most widely known and influential members of the trade in the United States, in Cuba, in Porto Rico, in the Philippines, in Mexico and Central America, in South America, in Europe, in India and in Australia. A single contribution from any of these persons is worth many times the cost of a year's subscription.
8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the palefaces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

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City and State .....

Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by GEORGE A. SCHUTTE.

Published every Wednesday By the

TOBACCO WORLD PUBLISHING COMPANY

224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager. HENRY C. MCMANUS, Secretary and Treasurer.

New York Offices:

The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

Philadelphia Offices:

The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

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Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, 224 Arch Street, Philadelphia, Pa.

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Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

To secure a copy of "The Comic History of Tobacco by Divers Hands," fill out the following, and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

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$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize-winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands" fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested. No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

TOBACCO BLOCKADING AFTER THE WAR.

At the request of a subscriber in Vicksburg, I reprint the very readable paper on certain frauds in the Internal Revenue after the war, which was written several years ago by O. W. Blacknall:

Like the other things of this world, but in larger degree than most of them, perhaps, the tobacco blockading of the late sixties and early seventies was blended pathos and comedy.

The Southern people were poor. Rightly or wrongly, all of them attributed their poverty to the issue of the war. As they held it, the Federal government had, directly or indirectly, destroyed their substance, and was now studiously and malignantly oppressing the win all possible ways.

Federal garrisons were in our midst. Federal satraps, as we called the department commanders, arrogated to themselves all power—executive, judicial and legislative. The status differed from a state of war only for the worse; for, while the thrill of hopeful resistance was gone, hate and distrust had abated not a jot.

The great mass of the people still regarded the Federal government exactly as they did while hemmed in by Grant's bayonets at the North and Sherman's torches at the South. It was a hostile government; a government whose power was founded, not on the free will of the governed, as even its very constitution declared that all government should be, but upon force and the bayonet. Taxation without representation was as much tyranny now as of yore, they said.

To evade the payment of an excessive tax, levied by this so-regarded hostile power, was considered not only blameless, but laudable. Manufactured tobacco was excessively taxed—sixty-four cents per pound—therefore to evade the payment of the tobacco tax was not only blameless but laudable. The very name chosen to designate the business—for it rapidly grew into a regular business with many—was "blockading," the same term applied to the contraband traffic carried on through the hostile fleets in time of actual war.

The ingenuity, the shifts, the artifices used to evade the payment of that sixty-four cents per pound was never equalled and certainly never excelled by any set of excise breakers on earth. The traffic was made easier from the fact that the "blockader" had the sympathy of all his fellow-men. Everybody seemed to think it righteous work except the revenue officials, who for the consideration of their five dollars per diem, managed or pretended to think otherwise.

For the first four or five years following the war the tax on tobacco was collected by officers, called, if I remember aright, Inspectors. They went around with their stencils to the factories, received the tax and branded each box "Tax Paid." As there was little or no check on these worthies, corruption began early and soon became boundless.

By collusion between the Inspectors and manufacturers, a vast number of boxes were branded and never reported. A good part of the money thus withheld from Uncle Sam's coffers went, of course, into the Inspectors' pockets.

In fact if this practice was nearly as common as the knowing ones asserted, it is hard to see how the Inspectors escaped being rich men. But as far as known few of them accumulated money. The reason for this was probably that the manufacturers soon took advantage of the power which they had of exposing the Inspectors and drove hard bargains.

On every one hundred pound box of plug tobacco—and nearly or quite all boxes were then of that weight—should have been $64, or where a little later the tax was reduced, $42. For a short, a very short time, the Inspector seems to have got half the amount of the tax on every box he branded and did not report, the manufacturer making the other half.

But the guilty official was easily cheapened and forced to content himself with less. His charge dropped to ten dollars a box, then to five dollars, then to two dollars, to one dollar, and at least one master haggler got a large lot branded for ten cents a box. Indeed, if countless concurrent rumors are to be believe, this system of collecting finally became a complete burlesque. Thousands of boxes received the genuine "Tax Paid" brand on which not a mill was paid either to Uncle Sam or to his facile representative.

Many and many a night while the Inspector, snugly tucked in the "company" bed, snored away under the effects of the royal cheer of eatables and drinkables forced upon him, deft hands explored his saddle bags, abstracted the brand and put it to work with a vim it never knew except on such occasions.

As the sold limit was the very elastic one of a tobacco manufacturer's conscience not only every box of tobacco in the factory was emblazoned with the potent legend, "Tax Paid," but the yet unused "headings" or box tops, and every potential "heading" in the way of oak plank, was pretty sure to be thus honored. One greedy tobacconist is reported to have converted every square foot of timber in a large plank kiln into "Tax Paid" box headings worth forty-two dollars apiece. Another genius, when plank ran short and no more was to be had "skelped" off the sides of trees, covered the smoothed surface with the coveted words and later on managed somehow to work "Tax Paid" box headings on it all.

But at length an inspired fellow asked himself why go to all this trouble and be beholden to Uncle Sam for the grudging use of his brand? Why not have one of his own? So from an impression obtained from the genuine brand he straightway made himself one as good. The secret leaked out among the initiated, and presto! every man who mashed a roll or twist had the purse of Fortunatus in his hand.

This brought things to a head. The government perforce changed its mode of certification to the payment of the tax on tobacco. Revenue stamps were substituted for the brands about 1870. The law required that these should be securely pasted in a groove on the corner of the wooden tobacco box, and a designated portion of the stamp driven into the wood by means of a circular steel die and mallet. A paste made of gum arabic and gum tragacanth, recommended by the department, converted every stamp into a veritable shirt of Nessus as far as sticking was concerned.

But the blockaders were wise in their generation. Their ingenuity from beginning to end kept well in advance of the ingenuity of the Revenue Department. They soon discovered that a paste made of gum tragacanth alone was non-adhesive, provided that it was used immediately. There was a perfect semblance of adhesion, but the stamp could be pulled off as easily as an orange peel. As a consequence, gum tragacanth became the most indispensable item of a manufacturer's supplies. As long as that beneficent gum, which he doubtless thought that providence had made with an eye single to his needs, was used, the blockader could peel off and reattach the same stamp to a new box of tobacco till wear or tear or conscience said stop. And regard for truth compels me to add that wear and tear always spoke first.

Then Uncle Sam picked his flint and came again. In the center of his ring-like steel canceling die he placed a series of smaller dies, each one of which drove down and lodged in the wood a separate bit of the stamp. But the blockader soon learned to pick out these tiny bits of paper put each complement of bits in an envelope with the proper stamp, and by means of a punch and ring, of his own contrivance, get each one back in its exact place when the stamp was reused. This was so cleverly done that not even a microscope could detect any deragement in the delicate lathe work of that part of the stamp where the canceling die was required to be driven.

At length the "Revenues" discovered the gum tragacanth trick and began to seize all boxes of tobacco from which the stamps could be pulled off. The blockader stuck the corners with adhesive paste and the rest with the non-adhesive. This was "caught on to." Finally, he was forced to use well-cooked flour paste which stuck the stamp as tight as the flap of a miser's purse, and Uncle Sam chuckled and thought the battle done.

It was about done, but the victory was not with the chuckler. His wily opponent knew many things, and among them the valuable secret that a stamp attached with flour paste, no matter how well varnished, slipped off easily after a bath of an hour or two in cold water, and suffered no discoloration, as was the case when hot water was used.

With this the ingenuity of the Revenue Department was exhausted. The officials made an effort to stop the illegal traffic by noting the serial numbers of the stamp on every box of tobacco they saw being shipped or wagoned off, and by seizing any box they subsequently found going away containing the same stamp. But the manufacturer showed that the exigencies of trade forced him to have many boxes of tobacco sent back to him, which of course he must sell again if he could. The twice seen stamp must have been on an unfortunate box of that kind. The peddler put up the same plaint. Money was scarce; trade was dull; he had often to haul the same boxes of tobacco down the country and back many times before they were finally sold. If folks didn't believe it just let them ask his wagon boy.

Now and then a peddler would be nabbed and his mules, canvas-covered wagon and load of tobacco confiscated, and if the case was exceedingly flagrant, the factory from which the tobacco came might also be seized. But the manufacturer forthwith bonded his factory and began again. The peddler bestirred himself, bought another wagon and team and hurried back down the country in time to supply his customers and keep a rival blockader from appropriating his trade.

A merchant incurred a heavy penalty if found with an empty tobacco box containing an undestroyed revenue stamp. But he could not be molested for having a dozen boxes with a plug or two of tobacco in each. When his peddler came it was the work of a moment for the merchant to turn the remnants all into one box, knock the incoming tobacco out of its boxes, slip it snugly into his boxes and laugh to scorn the myrmidons of Uncle Sam.

As soon as the boxes were emptied the peddler split off the corners containing the stamps, took them back into some cuddy, dropped them in a tub of water, soaked them till the stamps could be peeled off, hurriedly dried them, with his pocket knife picked out the "eyes" or bits of stamp driven into the wood, and put out for the next customer.

One set of stamps served to sell countless loads of tobacco. A peddler looked upon his set of stamps as something about as permanent and durable as his wagon and team. A split or tear in one was regarded as a calamity. They had probably seen service before he became possessed of them. He expected to use them a year or so, and when they got too ancient, to trade them off to some more venturesome or hard up fellow, and failing this, get his manufacturer to "ship" them—attach them to tobacco shipped a commission merchant. Thus, and only thus, was the superannuated stamp suffered to meet its end.

Of course large quantities of tobacco were blockaded without ever seeing a stamp. Much of it was sold by peddlers traveling only at night or along unfrequented roads. Such men, discarding

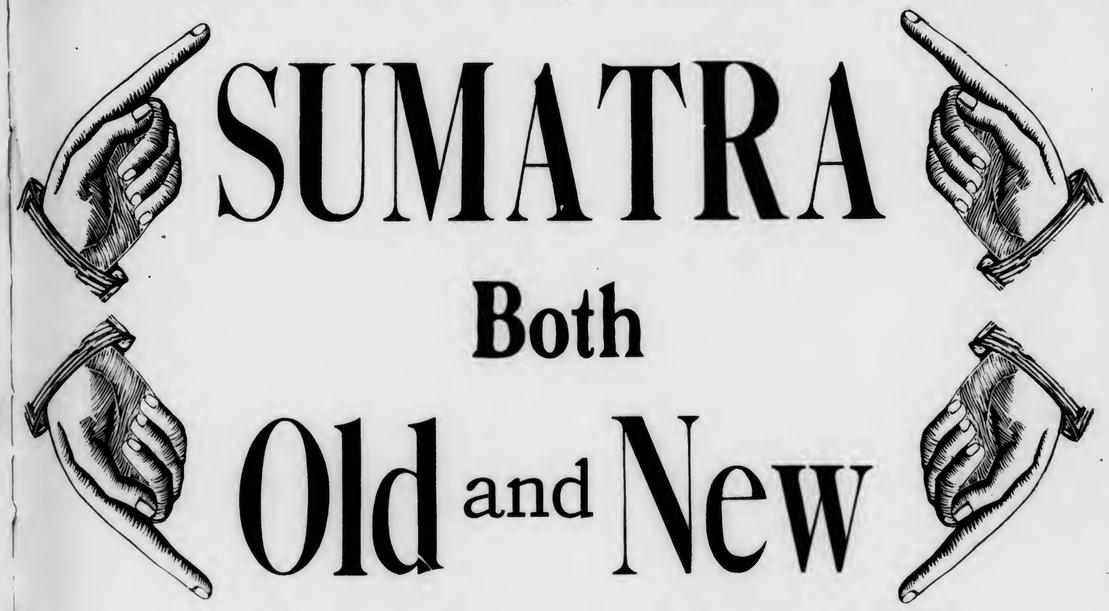
(Concluded on p. 26)

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ON THE BOTTOM

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UPWARD TENDENCY IN THE HAVANA MARKET

A Slight Decrease in Sales, but Firm Prices for Good Leaf—Among the Cigar Manufacturers—Operations of the Buyers—Personal Notes, Etc.

HAVANA, March 30, 1903.

The movement in the Havana market for the week ending March 30 shows some falling off in the number of bales traded in, which must be ascribed to the higher pretensions of the dealers, chiefly for Remedios tobacco, owing to the causes previously stated. In Vuelta Abajo several large transactions have taken place, one sale of 1300 bales of heavy bodied, aromatic fillers for the North, 400 bales fine fillers for France, and about 1000 bales of short fillers for Germany. Of the new crop of this year small parcels of "libra de pie" had no trouble in finding purchasers among the Havana cigar manufacturers, while on the other hand the few receipts of new Remedios were so poor in cleanliness and quality that even the Germans did not care to take hold of them, and they have remained unsold so far. The tendency of the market for serviceable good lots of tobacco from any section is certainly upwards; only the mondescript and poor vegas remain less sought after.

Sales amounted to 5700 bales in all, or say 3500 Vuelta Abajo and 2200 Remedios, and of these the United States took 3800, Europe, 1400, and Havana cigar and cigarette manufacturers 500.

1903 CROP.

Owing to continued rainy weather the past week, more or less widely distributed all over the island, many escojidas will start up in the month of April, and the growing season may be said to have terminated, as the few isolated plants will hardly give any short fillers to speak of, and then only if the weather should turn dry again. Buyers have flocked to the Vuelta Abajo and Partido districts, and some fair-sized operations have taken place, though the majority are still cautious and prefer to see the tobacco emerge from the "pilon" before they will make up their minds what prices ought to be paid for the new leaf. Operations during the past year, especially in the Vuelta Abajo, were very unsatisfactory to the farmers, as well as to the buyers, when the latter had made contracts to buy the tobacco on the poles at good stiff figures, and through atmospheric conditions it changed entirely in the drying sheds, and did not improve in the "pilon," producing so much of the hateful yellow color. For this reason both parties are more satisfied to wait and see how the tobacco may emerge from the first sweat in bundles this year. Prices in Vuelta Abajo fluctuate from $36 to $50 in bundles, stems of the plant included, while some wrappers from 1st to 15th are said to have been contracted for at $100. However, this latter price must be either an error or the wrappers must be very small or defective, as usually the figures vary in the country from $100 to $600 per bale, according to classes, colors and texture of the leaf.

Prices paid in the Partidos vary from $3 to $4.50 per bundle of wrappers, still not very many operations have taken place yet, as the buyers prefer to see how the spots on the green tobacco will emerge from the "pilon." According to a summary of the different reports, it may now be stated that as far as quantity is concerned, the 1903 crop may be as large or a trifle larger than the 1902, but the quality will be perhaps better in taste and aroma as far as the Vuelta Abajo is concerned, although considerably milder, and the tobacco may not keep its life as long as last year's goods. Possibly the same may hold true of Partido, while so far it is safest to omit any judgment as to Remedios, excepting that a heavy-bodied leaf in every probability will be very scarce or almost entirely missing this year.

HAVANA CIGAR MANUFACTURERS.

The Trust has shut down on the commission houses here and refused to deliver them any cigars for the English market after the 18th of March, and for Germany after April 1. Don Pepin Rodriguez, one of the directors of the Havana Tobacco Co., and manager of the H. de Cabanas y Carbajal factory, has resigned his office, and same will take effect on May 15. Don Domingo Villamil, one of the managers of the Havana Commercial Co., is also said to have resigned his position. The rumor about Don Gustavo Bock doing likewise is not credited at all, but who knows what may occur? According to the old saying, "coming events cast their shadows before." That there is a bitter feeling on the part of the commission merchants cannot be denied, as naturally a man does not like to see his bread taken away from him. The retailers of Havana have formed an association to protect their interests as against the dictates of the Trust.

The Union of Cigar Manufacturers has grievances against the Havana Commercial Co. for an attempt of the latter to agree to the coming taxes on cigars and cigarettes, on account of the income to be provided to pay the interest on the recent loan of $35,000,000, without waiting for the board of directors of the Union to debate the question. It is said that the Union might expel the Havana Commercial Co. for usurpation of powers not appertaining to it. In the meantime all the independent factories are overflowing with orders, and they have all they can do to catch up on their back orders; so it seems that the public at large appreciates their products. Foremost among the independent factories are H. Upmann & Co.'s "H. Upmann," Rabell, Costa & Co.'s "Romeo y Julieta," "Rabell, Costa, Vales & Co.'s "Ramon Allones" and "Cruz Roja," Behrens & Co.'s "Sol" and "Luis Marx," Neuhaus, Neumann & Co.'s "High Life," and others, too numerous to mention. Everyone of these houses feels highly elated over the success met with so far, and several are contemplating moving to larger quarters ere long, as, for instance, Behrens & Co., have as many orders to fill as during the rush season just before the Christmas holidays.

Arrivals of buyers in Havana: J. Spector, Spector Bros., Chicago; H. B. Franklin, Chicago; Joaquin Lopez, Arguelles, Lopez & Bro., Tampa, Fla.; Rafael Alvarez and A. Schulte, New York.

Departures: Ernest Ellinger, Rafael Alvarez, A. Schulte and E. A. Kline for New York; John B. Oblinger for Lancaster, Pa., and Moritz Newberger, for Bremen, via New York.

DOINGS OF HAVANA HOUSES AND BUYERS.

Rabell, Costa & Co. did the best business this week, selling 1300 bales of their famous Montezuelo packing, besides several hundred bales of their fine old first capaduras of Remedios escojidas.

T. F. Berndes & Co. purchased 800 bales of Vuelta Abajo fillers for the German market.

Leslie Pantin secured 700 bales of various kinds of leaf for his customers.

B. Mazon & Co. sold 600 bales of leaf tobacco.

Fernando Fernandez turned over 600 bales of choice Vuelta Abajo, partly for Havana cigar manufacturers.

Puente y Cueto delivered 500 bales of first and second capaduras new Remedios to Northern buyers.

V. Diaz & Co. also disposed of 400 bales of first and second capaduras Remedios.

A. M. Calzada & Co. were shippers of 150 bales of second capaduras of Remedios.

Sobrinos de Antero Gonzalez did a fair business selling various vegas, but would not mention the exact number of bales sold.

Adolfo Moeller was a buyer for some of his friends, besides selling of his own stock and shipping regular quantities as usual. In the meantime he has started his Tumbadero packing of the 1903 crop, and early in April will have some extra fine shade-grown wrappers to offer to his clientele.

Bruno Diaz & Co. have been buying tobacco of this year's crop in the country, and will also start in April with their various escojidas in Vuelta Abajo and Partido.

Venancio Diaz & Co. purchased lately over 1000 bales of the old crop in the country. Upon their farm in the Tumbadero they have 7000 matules piled up, and they intend packing in April—weather permitting.

Alfredo Ettlinger has made some purchases of Remedios for his firm, E. Hoffman & Sons, of New York, and he is now on the point of leaving for the Vuelta Abajo to begin packing the new

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H. UPMANN & CO.

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Bankers and Commission Merchants

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Manufacturers of the Celebrated Brands,

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FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

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Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
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General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, *HAVANA, CUBA.*
P. O. Box 431. *Cable: "Suarco."*

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: HIMML.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
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GROWERS, PACKERS and EXPORTERS of
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Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

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Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, **Habana, Cuba.**

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Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
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COMMISSION MERCHANTS
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Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

SOBRINOS DE A. GONZALEZ
Leaf Tobacco Merchants
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Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually *Cuts* the Leaf *without Streaking* it, and affords the operator a *Full Swing of the Arm* over its smooth rigged surface to *Roll* the cigar with the *Full Palm of the Hand.*

Write for circular

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

crop in that section.

Walter Himml sold 200 bales of his fine Vuelta Abajo esconjida.

Jose Menendez disposed of 100 bales of Remedios.

Aixala & Co. turned over 150 bales of Remedios.

John B. Oblinger purchased several hundred bales of the finest old first capaduras of Remedios in this market.

Moritz Newberger secured several hundred bales of the choicest Vuelta Abajo fillers for his German friends.

Arrivals of Tobacco from the Country.

	Week Ending Mar. 28.	Since Jan. 1.
	Bales	Bales
Vuelta Abajo	894	9,826
Semi Vuelta		187
Partidos	102	1,073
Matanzas	14	15
S. Clara & Remedios	1,094	22,758
Santiago de Cuba	16	659
Total	1,620	34.518

LANCASTER TOBACCO MARKET

Has Been Quiet—Forced Sweat Process a Success—Busy Cigar Manufacturers—Personals and Trade News.

Lancaster, Pa., April 6, 1903.

Trade in leaf tobacco is practically at a standstill. There were no sales of any consequence reported. One of our heaviest packers of the 1902 crop, and, who heretofore has not been very favorably impressed with the forced sweating process, just sampled 100 cases of his tobacco, composed chiefly of Havana Seed B's and C's and a few cases of seed leaf fillers, which had undergone the process, and is loud in expressing his pleasure in finding every case perfectly sound. Not a damaged sprig was found in the entire lot.

C. E. Bowers, representing the Philaphia branch of J. P. Wolf & Son, and J. P. Wolf, of Dayton, Ohio, were in town during the week.

Jesse M. Falk, of G. Falk & Bro., New York, called on his friends in the trade. Judging by the broad smile that lit up his countenance, he must have succeeded in securing some big orders.

L. R. Eisenbrand, representing L. Bamberger & Co., Philadelphia, dropped into town and paid his respects to the trade during the past week.

T. D. Heue, the popular representative of Wedeles Bros., Chicago, Ill., has been doing Pennsylvania with most satisfactory results.

L. E. Ryder, the cigar manufacturer, is very busy. His trade has reached such proportions that he finds his present factory, known as No. 517, inadequate to keep pace with the demands made upon it, and has taken out another license, filing a bond for 100 hands to operate factory No. 26, located at Rothsville, Pa., and which he will run in connection with factory No. 517. With these increased facilities and his personal supervision given to all matters in every department, assures to his patrons promptness and satisfaction in every detail.

The receipts for cigars, snuff and tobacco of the Ninth Internal Revenue District for the month of March were as follows: Cigars, $197,075.10; snuff, $20.40; tobacco, $2,355.57; total, $199,-431.07, an increase of $26,827.86 on cigars over March a year ago.

A. D. Kellheffer, of Millersville, Pa., is unable to get sufficient hands to operate his factory to its fullest capacity. He is having a big demand for the Patrick Gordon and May Prize, 5-cent cigars.

The Banner Cheroot Co., one of the branches of the American Cigar Co., operating in Lancaster, will make application to Gov. Pennypacker on April 28 to have the name changed to the Banner Cigar Co., for the purpose of convenience and being better understood by the trade and public.

Owing to the new schedule of prices of the Cigarmakers' International Union demanding $1 per thousand advance for making cigars, a number of manufacturers operating Union factories in Denver, Pa., and adjacent towns, have closed down indefinitely, claiming they cannot see their way clear to pay the increase on the cheap grades of cigars.

CIGAR TRADE BRISK AT YORK.

So Internal Revenue Receipts Prove--A Large Tobacco Shipment--A Spanish Schemer—Trade Notes, Etc.

York, Pa., April 6, 1903.

According to the revenue receipts at the York office for March, the amount received was over 40 per cent. of the entire receipts of the Ninth district, showing that almost one-half of the "business doing," was transacted in York County. Notwithstanding reports that trade in cigars is falling off, the above statement is the best evidence in the world that the cigar trade here is exceedingly good.

Following the custom for years in this vicinity, the city was crowded with visitors April first, who were "fixing up" their accounts. As usual, numerous of the cigar manufacturers were in town. The dealers here had many visitors and were fairly busy contracting sales during the entire day.

Tobacco deliveries continue to be made in York and railroad towns in the vicinity. Thursday was the biggest day for York, over one hundred thousand pounds being delivered for shipment to J. Gust Zook, of Lancaster. Equally as much was delivered on Wednesday to J. Wilson, at Red Lion, for A. Cohn & Co. It is reported that the price paid for the above crops were lower than a great many of the previous deliveries, averaging 6½ and 1.

E. J. Taylor is erecting a new cigar factory in York at the rear end of his house.

John Minnich, of Dallastown, reports the shipment during March of almost 100 cases of cigars to various places.

H. C. Kuntz is building an addition to his factory in Seven Valley to meet the growing demand for his goods. The addition will accomodate an increased force of workmen, as well as provide more room for the present force.

Dealers and manufacturers in this vicinity were interested in having the bill passed, which was introduced in the Pennsylvania Senate to make it unlawful to issue coupons, lables, etc., with merchandise for prizes, and forwarded a petition to Senator McKonkey voicing their desires in this respect.

W. Shepp, formerly cigar manufacturer and boxmaker in Springet, has opened a box factory in Windsor.

Seth Warner, of the firm of Herman Warner & Co., Chicago, spent several days in the city en route to Chicago during the week. Mr. Warner has just returned from Porto Rico with his wife, after an absence of several years, during which time he has successfully started and maintained a large cigar factory in that place. He reports trade conditions splendid on the island, but is not very enthusiastic about living there for any length of time. After all there's no place like home.

C. D. Spreukle has discontinued making cigars in Stony Brook and has moved to York, where he will live in the future.

The department erred in naming J. W. Minnich custodian of the Federal building and has changed the appointment to read A. F. Strayer, the present deputy.

At the hearing in Red Lion of the two boys implicated in the theft of Sumatra from George A. Kohler, of Yoe, sufficient evidence was obtained to warrant the justice in holding the accused for the action of the grand jury at the next criminal term of Court.

A circular letter from a supposed wealthy prisoner in Spain, claiming distant relationship through marriage, was received by Charles Kohler, boxmaker in Dallastown, purporting to be a plea for the future welfare of his daughter, and who would eventually inherit a large fortune in securities supposed to be in a secret portion of a certain trunk, only known to himself. The letter is a lengthy one and the uniqueness of the scheme to secure financial help for forwarding both daughter and trunk is appealing. The mythology of the entire plot is apparent through the fact that the letter is stylotyped and names fittingly filled in afterwards, although supposed to eminate from the father direct from the prison. It is plainly evident that many of these letters have been written and that some one will be victimized.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

Suggestion for Cigar Store Front.

THE modern tendency is for retail cigar stores to have up-to-date and attractive store fronts. The accompanying illustration gives valuable suggestions as to what may be done to secure a bright and effective store facade. In the future The Tobacco World will publish a number of illustrations and articles upon this interesting subject.

• • •

Booklet Advertising.

The necessity of advertising is becoming more and more apparent to cigar manufacturers and retail cigar dealers. Modern business methods make it almost necessary for the merchants named to bestir themselves in the matter of using printers' ink in order to secure their share of trade. Several large cigar manufacturers so thoroughly believe in advertising that they employ but few or no salesmen, depending upon a timely, well-written combined booklet and price list and newspaper advertising to sell their products.

In advertising cigars the chief point to be borne in mind is that the consumer "pays the freight;" that is, pays for and smokes the cigars, and hence, the purpose of the advertising should be to convince the consumer that the advertiser's cigars or tobaccos are worth buying, possess merit and will give the buyer satisfaction. The more convincing an advertisement is anent these points, the more successful it will prove as a trade puller. Other merchants have found by experience that this is true and those who try the plan in the future will undoubtedly find it to be the same.

In the case of the average cigar store retailer, let him write out a list of names of men who may, properly approached, become patrons. Why not send them a booklet? In addition to sending a booklet to each of the names on the list keep a number of the booklets in stock and use them in place of regular business cards. Follow the booklet with a folder having for its subject, "Talks on Tobacco," or a similar topic. Tell about the different tobaccos you have; of their special characteristics; to what sort of taste each kind is likely to appeal and quote—so far as possible, prices.

Let cigars be the subject of another folder; tell about the different brands, how they're made, which appeals to which kind of taste, and quote prices.

In case you cannot write the booklets and folders, employ some one who can—someone who has the requisite literary ability and who can enter into the "spirit" of the thing thus insuring its success. Better no folder and booklet at all than a dry, uninteresting piece of advertising matter which will be merely glanced at and cast aside. In cigar and tobacco advertising there is room for the use of more or less humor in describing the things to be advertised and their prices and, if not overdone, will go far to insure a careful reading of the advertising placed before consumers.

• • •

Where Show Cards are Valuable.

The war between independent cigar dealers and the trust has developed the fact that price cards displayed in the windows will do wonders in selling cigars. All of the cigar store windows are filled with cards bearing the prices on the various brands, some of which are familiar, while others are practically unknown. A dealer who has a penchant for experimenting with the whims and fancies of the public, put a large roughly marked card in his window with the name of a cigar that was altogether new and had never been advertised. The price was marked 9 cents each. As the cigar had never been on sale before, smokers, of course, knew nothing of its quality or whether 9 cents was cheap or high, yet there was an immediate demand for that particular brand. Men took it for granted that the cigar was a bargain or it would not have been featured on a show card bearing the price.

This fairly illustrates the fact that a great many people assume that a merchant must believe his prices are really low or he would not use them conspicuously in his advertising.

• • •

Put It on the Window.

A retailer of cigars should have the word "cigars" appear prominently on his window, or on a large, handsome sign above or below the window. Enamelled letters for use on window glass are most effective and easily put on. They cost little or nothing, and any shopman can put them up without any trouble. The cost is small, while the effect is all that can be desired—the letters showing off equally well at day or night.

• • •

Gems of Thought About Business.

The best recommendation is a satisfied customer. Make your business your study and your hobby, then it will be like a continual game, and its growth and success will be a constant source of pleasure to you.

Never dispise little things. Remember that the ocean is made up of drops of water, and the highest mountains are built of tiny grains of sand. Take care of the pence, for it is the pence that make the pounds. Be careful and economical.

Be respectful to all. Civility costs nothing, but it is a most important item in business. If your customers like you they will probably like your goods as well. Always be liberal in a case of complaint, even if your customer is unreasonable. Better to lose a trifle and make a good impression than displease a customer. The loss is generally a good recommendation.

Be honest in everything.

Employ caution; think out a thing well before you enter upon it.

Do everything that means keeping in good health.

School yourself not to worry; worry kills, work does not.

Avoid liquors of all kinds.

• • •

Do Not Be Discouraged.

One of the mistakes of the small dealer, when he does determine to improve his condition, is his tendency to look at the biggest and brightest shops in the business, and. feeling that he must have everything they have, and do everything they do, becomes discouraged. It is not possible for all to be at the top, no more than it is necessary to sit down and sink to the bottom, nor did the largest retailers reach their height at a bound. No matter how small the business, or how slight its cash surplus, there is plenty of scope for improvement, for enterprise does not of necessity mean the outlay of a large amount of cash, but rather making the utmost of the facilities at hand.

• • •

The Question of Loungers.

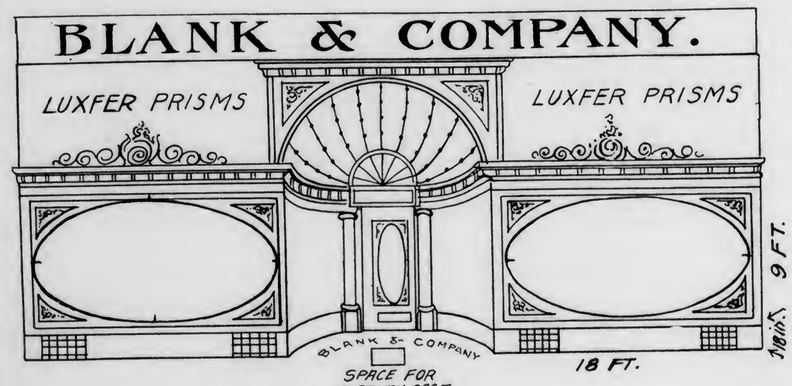
The question whether a retail cigar dealer should permit "lounging" in his store is one which has many points of view. It all depends. Where a dealer has a general line of customers—with a number of the fair sex among them—it would be better to discourage loitering, or else provide a separate smoking room for the use of the loiterers. Loafers will not be allowed in any well-conducted cigar store, of course, but when good customers of known respectability, having a few moments to spare, enter into a social chat, it is well to favor the matter and, where possible, furnish a few chairs in the rear, out-of-the-way part of the store, where such chatty and sociable men can enjoy a short visit and have a "good time." The majority of respectable men have none too much time to "loiter" and when they do choose to put in a little time smoking a good cigar they have earned the short respite from business cares and duties, and are sure to appreciate all courtesies shown them and not abuse them. But, as already noted, there are many viewpoints of the question and very likely no general rule can be applied. Each dealer must do as he thinks best in the matter.

* * *

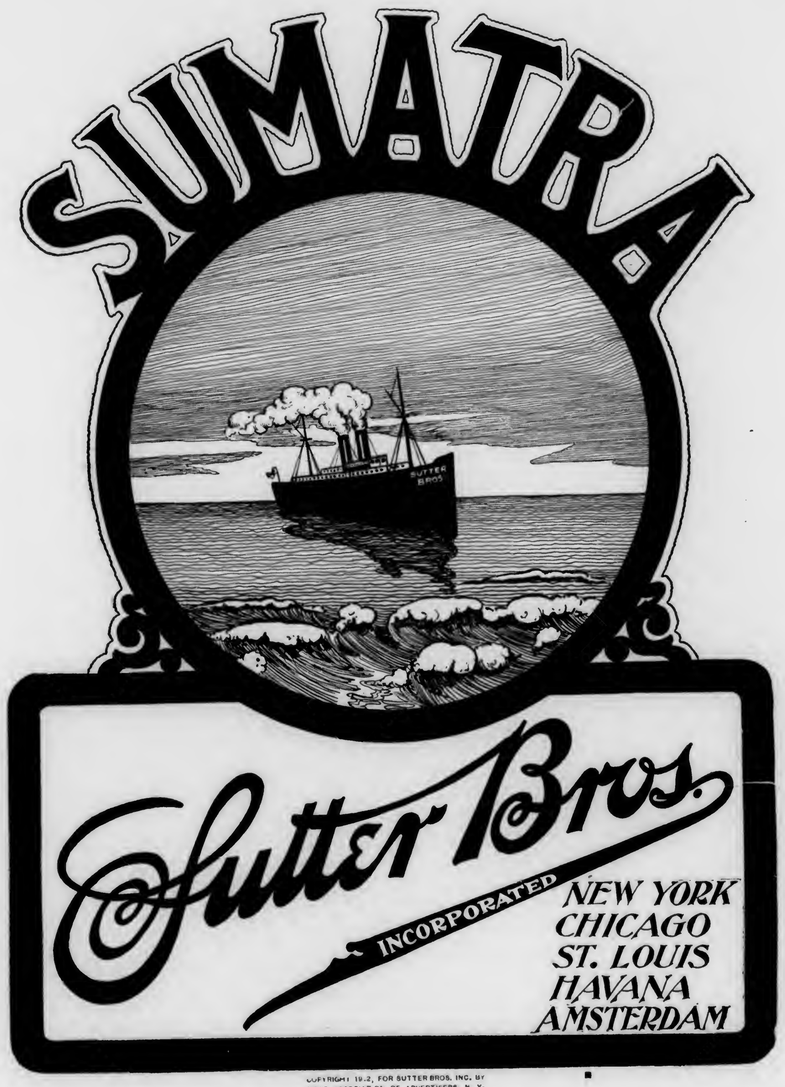
A Tobacco Version.

There! Mister Dealer, don't cry!
They are cutting prices, I know;
But the thing can't last,
They're cutting too fast,
And they'll have no profits to show.
They'll have the trouble and you'll have the "pie"—
There! Mr. Dealer, don't cry!

—Booker Washington says the black man must work. The Indian Commissioner says the red man must work. By and by somebody will be suggesting that the white man must work.—The Kansas City Journal.



SUGGESTION FOR CIGAR STORE FRONT.



COPYRIGHT 1912, FOR SUTTER BROS. INC. BY FIELD ASSOCIATION OF ADVERTISERS, N. Y.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

J. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York
Almacenes de San Ambrosio, Havana, Cuba

J. BERNHEIM & SON
HAVANA TOBACCO
128 MAIDEN LANE,
NEW YORK.
Almacenes de San Jose, HAVANA, CUBA.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
1 L. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.



ROTHSCHILD & BRO.
141 WATER ST.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

I. J. SCHOENER. I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
167 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

CULLMAN BROS.
CIGAR LEAF TOBACCOS,
No. 175 Water Street,
Jos. F. Cullman. *NEW YORK.*

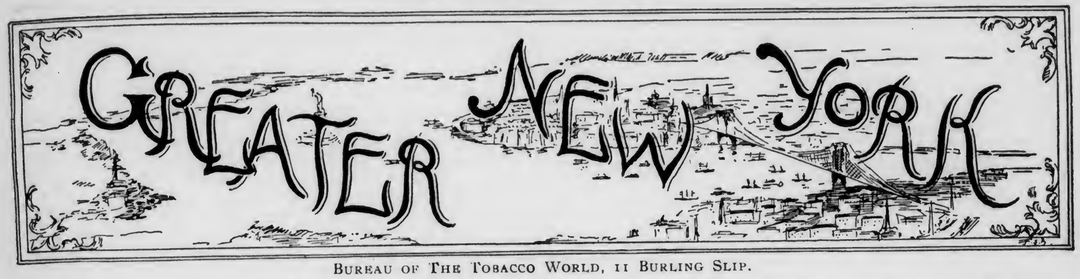
JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers & Packers of **Leaf Tobacco**
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888.
Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

MAX GANS Telephone: 2567 John ROBERT GANS
MAX GANS & SON
Importers of HAVANA and Packers of LEAF **TOBACCO**
197 Water Street, New York

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

As the series of Sumatra sales in Holland proceeds it becomes plain that the American buyers are getting what they want and at the right prices. Thus far but three sales have been held, two at Amsterdam and one at Rotterdam, and the total purchases by American buyers, who are leaf handlers solely and not representatives of cigar manufacturing corporations, foot up over seven thousand bales. It is true that some of the cables received in New York State that the prices at the three first inscriptions have been "very high," but this year those words have a significance totally different from the significance they bore last year. Last year the great corporation buyers "plunged" at the three first inscriptions. For desired lots they paid prices which made even the Hollanders round eyed. This year there has been no plunging at any of the inscriptions. The buyers for the big corporations have stood aside. They have not bought a single pound, and this fact has caused no end of comment in the trade here. Questions like these are asked: Have the big companies enough Sumatra left over from last year? Has the tip gone forth to their representatives in Holland that, in direct contradiction to time honored custom, the finest selections of the 1902 crop are to come up at the later inscriptions?

Are the big corporations tired of setting the pace? Are the managers of their leaf department quietly convinced that Sumatra tobacco is so staple an article in Holland that judicious buyers may count on getting all they want of it at any time? These are the speculations which the absence from the inscriptions of the corporation buyers give rise to. They are interesting enough but from the view point of cigar manufacturers and leaf handlers the situation in Holland just now is chiefly important because at the prices which choice lots have brought at the first three inscriptions those who have secured it will be able to sell again at very reasonable figures, and this condition is encouraging to the cigar industry of the country.

Samples have reached New York of selections of Sumatra purchased at the first inscription on March 18. These samples make it clear that the 1902 crop is an excellent yielder, sound and silky and of the right colors.

Of our domestic crops the commonly accepted opinion appears to be that the 1902 Pennsylvania is exceptionally fine; that the 1902 Wisconsin deserves even higher praise; that the New York State leaf leaves much to be desired, and that the new Connecticut– the shade grown is not here considered—is of varying quality.

A word as to the new Florida: The crop appears to have turned out excellently well and among the growers A. Cohn & Co. expect to be able to show samples about April 20.

***

M. F. Schneider sails for Europe to attend the Sumatra inscriptions, on April 8, on the Rotterdam.

***

Joseph Schaefer, Dayton, Ohio's gigantic cigar manufacturer, was a visitor to the New York leaf market last week.

***

John A. Kinney sends this message across the sea: "I am helping H. Duys & Co. to buy just the right Sumatra for my Pennsylvania trade."

***

Willie Levison, with J. Bernheim & Son, is back from a very prosperous visit to his trade in Pennsylvania.

***

Leaf travelers returning to New York these days agree in saying that the great difficulty cigar manufacturers all over the country are experiencing this year is to get enough help. Competent cigar factory operatives are in demand everywhere and are hard to get. As to leaf tobacco, there's no trouble to sell that and if only manufacturers could get all the work people they need everybody concerned with the industry would be in clover.

***

A. Levison, of Chicago, western representative of A. Cohn & Co. is in town on a brief visit.

***

The picketing, by the police, of the cigar store of Michael McPadden, of 616 Hamilton avenue, Brooklyn, because the captain of the precinct thought he had reason to suspect that gambling was going on in a room over McPadden's place, occupied by the Waterfront Social Club, has evoked from Justice Gaynor of the New York Supreme Court, a decision which many cigar store keepers who rent rooms to similar organizations will read with pleasure. Those parts of the decision which are particularly interesting are the following:

"The law knows of no greater folly than the notion that the police are the custodians or conservers of the private morals of the community, or could be made such with any safety whatever or with any possibility of uplifting morals instead of debasing them. The moral growth of a community depends on its churches, schools and teachers and the influence of a healthy and comfortable home life, and not on the police.

"It was said in the argument that the floor above the plaintiff's store is occupied by a club of men, and that this captain suspects they play cards for money or do some kind of gaming there and wants to stop them. But that gives no right to the police to enter or stay in the complainant's store. If they had any warrant, whether to arrest any one or search the club premises, it was their duty to execute it and go away. If they had no warrant, then their presence was unlawful, whether in the complainant's store or in the club rooms.

"The learned counsel for the defendants cites a part of Section 315 of the city charter as authorizing the defendants to enter private houses and places without warrants. It purports to make it the duty of the police 'at all times of the day and night' to 'carefully observe and inspect all places of public amusement, all places of business having excise or other licenses to carry on any business, all houses of ill fame or prostitution and houses where common prostitutes resort or reside. All lottery offices, policy shops and places where lottery tickets or lottery policies are sold or offered for sale; all gambling houses, cockpits, ratpits, and public common dance houses, and to repress and restrain all unlawful and disorderly conduct therein.' But this provision is not open to the construction contended for, as the police have been heretofore fully informed.

"The police may enter and inspect licensed places to a reasonable extent, but they have no such right in respect of private houses and places. They cannot enter the latter at will or on suspicion, or on what they may choose to call their suspicion. This charter provision only means that they must observe and inspect them from the outside. If it meant more than this it would be void."

***

The annual reunion dinner of the Havana Cigar Manufacturers' Association of the United States took place at Luchow's restaurant, in East Fourteenth street, on the evening of April 4. The officers of the association are Simon Batt, President, Jose M. Diaz, Vice-President, Richard A. Bachis, Secretary and John W. Merriam, Treasurer. The executive Committee is made up of S. Batt, R. A. Bachis, J. Bands, M. Rodriguez, J. M. Diaz, J. W. Merriam, M. Berriman, E. A. Kline, E. Wodiska.

The menu of the dinner was as follows:

Molosol Caviar Allash
Oysters—Oak Island
Wuzburger Hof Brau
Consomme Printanier Amontillado
Brook Trout, Butter Sauce
Bermuda Potatoes
Piesportes Goldtroppchen, 1899
Spring Lamb, Sauce Colbert
New Green Peas
Sweetbreads Glace with fresh Mushrooms
Mouton Rothschild, 1888
Asparagus, Sauce Hollandaise
Punch Creme de Menthe
Squab Chicken
Salad
Biscuit Glace Strawberries Coffee

The cigars smoked by the diners were the Ruy Lopez brand.

Among the guests, in addition to the officers above mentioned were Charles Jacobs, Fred Davis, Joe and Harry Josephs, Harry Rothschild, M. Perez, Avelino Pazos, Mr. Pendas, the Messrs. Regensberg. Edgar Stachelberg and others.

Among the speakers of the evening were President Batt, Mr. Alvarez, Harry Rothschild, Richard A. Bachia, E. A. Kline, E. Wodiska and Edger Stachelberg. Each of these speakers reviewed the work of the association and its aims for the future. The dinner was thoroughly enjoyed by all who partook of it.

***

A number of importers of leaf tobacco and several growers of domestic cigar leaf were witnesses before the Board of Classification of the Board of U. S. General Appraisers one day last week in the matter of certain Manila leaf tobacco imported by the American Cigar Company which protested against the classification of it as wrapper tobacco.

***

At the Sumatra inscription in Rotterdam on April 1, G. Falk & Bro. purchased 150 bales of various marks.

***

Joe Cantor, the well known cigar manufacturer and retailer of Cincinnati, is in New York purchasing a stock of goods for the fine new store he is opening at the southeast corner of South and Main streets.

***

The Martinez-Hedesa Cigar Co. has removed its New York offices to 167 Water street.

LANCASTER GROWERS' MEET.

Lancaster, Pa., April 6, 1903.

A Meeting of the Lancaster Leaf Tobacco Board of Trade was held Monday evening at Martin's Hall, presided over by John D. Skiles, for the purpose o electing delegates to the National Association. As the full quota of members was not present, Mr. Skiles appointed a committee of two members (Joseph Goldberg and Walter S. Bare) to personally call on the absent members in the city and county, to impress upon them the importance of a full representation on the National Board. A special meeting will be held on Saturday afternoon next, at 3 o'clock, which it is hoped will be largely attended, and as many delegates be elected as the local association is entitled to in the National body.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

DEUTSCH BROS.
Union Made
CIGARS
of Merit
1397-1899 AVE. A. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

E. M. KELLER,
Manufacturer of High-Grade Havana and Domestic
CIGARS
Private Brands a Specialty. Correspondence solicited
Leading Brands:
Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.
READING, PA.

MILWAUKEE AND THE NORTHWEST.

Price Cutting to End in Milwaukee—Wages of Tobacco Assorters Advanced—Other Trade Notes and Items.

Milwaukee Office of The Tobacco World,
Room 19, Miller Block.
Milwaukee, Wis., April 4, 1903.

As the result of a meeting of some fifteen cigar dealers and tobacconists at the Plankinton House, Milwaukee, there will be no further price cutting on cigarettes and tobacco, and all well known and popular brands will hereafter be sold at the full retail price. The meeting was called at the instance of West Side merchants in the hope of averting the threatened price cutting which had begun to appear in that section of the city. An agreement was entered into by those present which will result in the full retail prices of tobacco being retained. The trouble started last week when a druggist on Grand avenue advertised a widely known brand of Turkish cigarettes, which had been selling at 15 cents per package, for sale at two packages for 25 cents. The following day a cigar dealer on Wisconsin street, hearing of the cut, started in to go the West Side druggist one better and advertised by placing placards in his window the sale of all 15 cent cigarettes at the cut rate of two for a quarter. This aroused the ire of the other dealers and for a time a general cut in prices was expected. Not alone did the cut include cigarettes and tobacco, but cigars as well. At the meeting it was found that all of the dealers were unanimously of the opinion that prices should be maintained. There was some talk of forming an association of retailers, and it is possible that this matter may be taken up within the next few days. It was said last night that should any organization be perfected, it would affiliate with the National Association, which was organized some months ago.

During the past few days Eastern men have been in the city looking over different retail cigar stores and making inquiries as to the trade of each. This has led to the belief that the strangers are representatives of the United Cigar Stores Company which several times has endeavored to locate one or more stores here.

NORTHWEST TRADE NOTES.

The Pepper & Owens tobacco warehouse at Footeville closed last Tuesday. This season has been very profitable in this line of business.

The school board of Oconto, Wis., has begun a war on the cigarette and announces that any pupil using the weed in any form will be expelled. Dealers who sell tobacco to minors will be prosecuted.

The Oregon Tobacco Warehouse at Oregon, Wis., has closed work waiting for more material. There will only be a short run more. About 900 cases have been put up this season.

The tobacco assorters at Miller's warehouse, Sun Prairie, Wis., asked for and were granted an increase of ten cents per hundred for assorting, Monday, thus putting the price the assorters now receive at 85 cents. At Crawford's the advance was also made. As the American Cigar Co. has been paying this price all winter, all the warehouses are now operating on the 85 cent schedule.

A hundred sorters in the warehouse of J. L. & M. F. Greene, at Janesville, raised $40 and bought a bedroom suite for their foreman, George Hiller, who was about to be married.

The packing season at Edgerton, Wis., is drawing to a close. Some of the smaller firms are relieving help that will enable all to finish up warehouse handling at the usual time. The bundle bulks, however, have commenced to warm up since the advent of spring like weather.

The first sale of packing of the new goods of any consequence is made public in a deal closed at Westby last week, when 1,700 cases of 1902 tobacco packed by Shannon & Eckhart, was sold to L. Bamberger & Co., of Philadelphia.

It is said that quite a number of acres of tobacco will be planted in Gates county this year.

It is probable the Wisconsin State Legislature will pass a law prohibiting the sale of cigarettes or their importation into the state.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR SALE —Fifty (50) J. R. Williams Red Suction Tables, in good condition: will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE— Cigar Factories, from $500 to $10,000—one in Ohio, with good trade and 600,000 cigars in stock. The owner has become independently wealthy and wishes to retire. For particulars address WINGET MACHINE CO., York, Pa. 4-1-2t

WANTED.—Experienced Salesman for Cigar Labels and Edgings. To a man of good address and a hustler, who is acquainted with the Cigar Box Manufacturers, a permanent position. Address, Otis Lithograph Co., Successor to Johns & Co., Cleveland, O. 1t

FOR SALE —Universal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15. Sent on approval. WINGET MACHINE CO., York, Pa., U.S.A. 2-25-3m

WANTED.—An experienced cigar man to take charge of a first class retail cigar store. One who has been employed where high grades of Key West and Imported cigars have been handled, and who thoroughly understands first class box trade. No night work. Address in strict confidence, Dealer, Box 56, Care of The Tobacco World, Philadelphia. 1t

PHILADELPHIA

TRI-STATE GROCERS' MEETING.

The annual meeting of the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware was held last Wednesday at the Bourse, and the following officers were elected: President, B. W. Andrews; First Vice-President, Robert G. Bursk, Philadelphia; Second Vice-President, J. H. Blackwell, Trenton, N. J.; Treasurer, Francis B. Reeves, Philadelphia. Directors—William C. Riggs, John H. Lippincott, William T. Kirk, Jr., Philadelphia; Holstein Harvey, Wilmington, Del., John T. Porter, Scranton. John E. Poore was re-elected Secretary.

Inasmuch as almost all of the wholesale grocers above enumerated are large handlers of cigars, they are widely known to the tobacco trade of Philadelphia. As a result the foregoing item will doubtless prove of interest to the tobacco trade.

A BILL TO PERMIT SUNDAY SELLING.

The outcome of Magistrate Gorman's decision, which declares Sunday newspapers and news agencies to be public necessities, is not likely to be seriously challenged. Bernard F. Owens, counsel for the Business Men's Association, has appealed some thirty-five cases wherein retail cigar dealers were found guilty of violating the Blue Law from the decision of the trial magistrate to the Common Pleas Courts, and it is expected that some one of the appeals will be argued in the near future. It is generally expected that the Courts will uphold Magistrate Gorman's decision as respects the cases urged by the Sabbath Associaton and law and order element.

The Business men's Association has prepared an amendment to Senator Berkelbach's Anti-Blue law amendment, now pending at Harrisburg, which is in the hands of the Senate Committee on Law and Order. The amendment, which, it is said, has been accepted by Senator Berkelbach and other leaders, will come up for passage next week. It reads as follows:

An Act authorizing the sale of certain articles and the performance of certain labor on the first day of the week, commonly called Sunday.

Section 1. Be it enacted by the Senate and House of Representatives of the Commonwealth of Pennsylvania in General Assembly met, and it is hereby enacted by the authority of the same, That hereafter it shall be lawful to sell drugs, medicines, soda and mineral waters, milk, and other harmless non-intoxicating drinks, bread, meat, oysters, ice cream, candy, cakes, pastry, cigars and tobacco, to prepare, print, distribute, and sell newspapers on the first day of the week, commonly called Sunday; Provided, that nothing herein contained shall be construed to allow the sale on said first day of the week of any non-intoxicating or other drinks whatsoever in any saloon, inn, or tavern licensed by law for the sale of intoxicating beverages.

Section 2. That all Acts, or parts of Acts inconsistent herewith are hereby repealed.

The bill, it may safely be assumed, will meet with opposition from misguided fanatics and religious partisans, but the community at large will be glad to see it enacted into law.

CIGARETTES vs. LONG HOURS.

G. B. M. Fullmore, passenger trainmaster on the New York Division of the Reading Railroad, recently issued an order forbidding the employes on that division from smoking cigarettes while on duty. Mr. Fullmore added to the order the following: "Men who smoke cigarettes are apt to have lapses in memory, and it is not safe to trust the lives of passengers in the hands of persons who have that failing."

In an open letter the employes suggest that the long hours many of them have to work is just as likely—or more so—to cause lapses of memory upon their part. Some of the train crews, the employes assert go on duty at 5 a. m. and are not through until 8 p. m.

TURKISH CIGARETTES.

According to a number of retailers interviewed by a World reporter, the smoking of Turkish cigarettes in Philadelphia is on the increase. It is a self-evident fact that more of them are on sale and further, many more are being manufactured in the city. The mildness of Turkish tobacco leads many men to smoke them. The ordinary price is ten cents for a box of ten cigarettes.

NEW UNITED CIGAR STORES.

The two new cigar stores on Eighth street, to be opened by the United Cigar Stores Company, are almost free from the carpenters' and painters' hands and will probably be opened this week. The usual handsome decorations and fixtures found in the stores of the company are a feature of the new stores and being on the main retail shopping street are quite sure to secure a good trade.

BEWARE THIS TRICKSTER.

The Philadelphia trade is warned against a Southern schemester who has been endeavoring to induce several Philadelphia dealers to send him cigars and tobaccos without accompanying the order with money, references or guarantee. The fellow has no rating with the commercial agencies and asks that goods be sent to one city and the bills for same to another. He has tried his game on in two instances at least, but met with no success. It would be well to give his "orders" a wide berth unless they are accompanied by cash.

GROWERS, HERE'S A SUGGESTION

Max Gartman, the energetic foreman of Bayuk Brothers' cigar factory, in a conversation with a Tobacco World reporter a day or two ago referred to interesting experiments he had made with watermelon and other seeds with the object of producing a sweeter fruit.

"If a sweeter fruit can be grown by properly treating the seed," said Mr. Gartman, "why cannot tobacco leaf be made less bitter by treating the seed? I believe it can and conducted an experiment with that object in view. In a glass of water I put one fourth of a pound of sugar and let it dissolve thoroughly. I then placed a number of tobacco seeds in the sweetened water and left them to soak for three days. I had the ground fully prepared for planting and planted the seed on the fourth day. The soaking which the seeds received tended to promote an early growth and in case I had had the right soil, I feel sure the experiment would have turned out a success. But tobacco would not grow in the soil in which I planted the seed and I was therefore unable to tell whether the result of my experiment to raise leaf less bitter would have been successful or not. I have faith in the theory, though, and would be pleased to hear of some grower—say in the Lancaster district—trying the thing on. Cigar consumers when they do complain assert that the taste of a cigar is not right; that it is too bitter, and it is on account of the bitterness of many tobaccos that licorice and other things are used to sweeten the leaf. If the seed can be sweetened before germinating I believe the grown tobacco plant will be far less bitter and more desirable in every way for use in making cigars. From my viewpoint tobacco can be improved in quality just the same as poultry is improved in breed. The best tobacco seed, quite naturally, should be selected from which to grow an improved quality, and this, treated as I have suggested, should result in improving the quality from five to ten per cent. on the first crop."

Mr. Gartman's suggestions are interesting, to say the least, and are given in The Tobacco World in the hope that some grower will utilize them and experiment in the manner indicated. Ordinary home cooking goes far to show that objectionable tastes and qualities in foods can readily be changed or obliterated, leaving the food palatable and appetizing.

BANDING THEIR CIGARS.

The Juan F. Portuondo Cigar Factory has adopted the plan of banding their popular brands of cigars, in order that their customers will be sure of getting the genuine goods when called for. Work at the factory is reported brisk and with numerous orders on hand the future is also sure to be busy for the many employes.

NEW CIGAR FACTORY.

Channing Allen & Co. is the firm name of a new cigar manufacturing company which has opened a neat office at 419 Locust street. Mr. Allen, of the firm, was formerly of the Allen & Marshall factory. It is yet a little early to give details of what the new company intends to do, save that it will manufacture cigars for the market in its own factory and otherwise carry on a general cigar manufacturing business.

OBITUARY.

M. K. Thomas, a well-known cigar manufacturer of Allentown, died in that city March 27 from Bright's disease of the kidneys. Mr. Thomas had an extensive acquaintance with the Philadelphia trade. At the time of his death he was 57 years of age. He transacted business in Philadelphia for fifteen years, then removed to Quakertown and later to Allentown. A wife, son and adopted daughter survive him.

IS IT ONLY A RUMOR?

A rumor was in circulation this week that Acker, Merrall & Condit, wholesale grocers and handlers of cigars, at 132 Chambers street, New York city, had leased the new building at 1105 Chestnut street, Philadelphia, and would open a branch store there. The rumor could not be verified. A gentleman, who claimed to be in a position to know, stated that a large clothing firm had leased the building and not the New York firm referred to. Felix Isman, real estate dealer and agent, who has a sign in the store window that he secured the tenant, declined to furnish any information on the subject. Several wholesale grocery houses admitted that they had heard the rumor that Acker, Merrall & Condit, of New York, had secured a Philadelphia branch store, but none of them were able to verify the report or say where the firm's new place of business would be.

WILL HAVE A WAREHOUSE IN CUBA.

The Loeb-Swartz Tobacco Company will hereafter pay considerable attention to handling Havana tobacco. Sol Loeb, as already reported in The Tobacco World, has recently spent weeks in

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market



Union Made
All Sizes

Union Made
All Sizes

M. Steppacher, Reading, Pa.

Havana buying leaf—and secured some of the best in the market. The firm will have its own warehouse in Havana and it is Mr. Loeb's intention to make regular trips to Cuba for the purpose of buying Havana tobacco.

OHIO HAVANA TOBACCO.

C. D. Jones, representing the J. P. Wolf Leaf Tobacco Company, packers of Ohio tobaccos, has a neatly furnished office and warehouse at 312 North Third street. The J. P. Wolf Company makes a specialty of Ohio Havana tobacco, which, for the convenience of small manufacturers, is packed in 100 pound cases. The company also handles Wisconsin leaf and Mr. Jones, the Philadelphia representative, has a stock of both tobaccos in the warehouse. Considering the short time the branch house has been open, it has done a fairly large amount of business. J. P. Wolf, president of the company, was in Philadelphia for a few days, but left Tuesday for New York. He will be a regular visitor to Philadelphia in the future.

MOSTLY PERSONAL.

K. Straus is still a visitor at Hot Springs, Arkansas.

J. Labe, of Benj. Labe & Sons, was a recent Milwaukee visitor.

W. E. Dotts, of Dotts & Keely, is visiting regular customers through Pennsylvania.

J. H. McHenry with A. Hagen & Co., who has been ill with typhoid fever for about four weeks, is reported convalescing and hopes to be out in a short time.

E. R. Dempsey, of Dempsey & Koch, paid a visit to Atlantic City yesterday.

E. A. Calves has returned home after a successful and pleasant business trip to Havana.

S. L. Johns, the McSherrytown, Pa., tobacco leaf packer, was a Philadelphia visitor this week.

Leopold Loeb, of L. Loeb & Co. will leave for Amsterdam next week, to attend the next inscription.

H. W. Bremer, of Lewis Bremer's Sons, was a recent visitor to the Wisconsin tobacco markets.

H. A. McComas, with K. Straus & Co., left for a business trip to the New England States last Monday.

T. J. Daly, salesman with Dohan & Taitt, is touring New York State, while L. F. Muller is looking after Pennsylvania State trade.

Sig. C. Mayer, of the M. D. Neumann & Co. factory, is again touring the South for his firm and every mail brings the usual quota of orders from him.

Thomas Stavely, of the John B. Heil Company, who recently returned from Havana, made a number of tobacco purchases. He secured some of the best grades.

Harry Mills, the hustling Western salesman for the Vicente Portuondo factory, toured the Dacotahs during the past week and will be in Chicago about next Saturday.

D. E. Salomon, of W. Dittenhoefer & Co., leaf dealers, who underwent an operation last week for abcess, is reported as convalescing nicely and will in time be able to resume business duties.

Otto Eisenlohr returned from his Southern outing trip last week, greatly benefitted in health and at once resumed business duties in connection with the celebrated Cinco factory.

A. K. Moore is pushing arrangements for the opening of his new retail cigar store on Chestnut street above Ninth. It will be handsomely fitted up and stocked with choice cigars and tobaccos.

In a sidewalk show case Lit Bros. are displaying some new and handsome smokers' articles in the way of Indian ornaments and statues that can be utilized for holding tobacco, matches, ashes, etc.

Among out-of-town visitors to Philadelphia this week were: D. Kalberman, Frank Pulver, with Sutter Bros., and H. E. Stevenson, with E. Rosenwald & Bro., all of New York, and Chas. Haffenburg, of I. Haffenburg & Son, Boston.

L. M. Newburger, with Stewart, Newburger & Co., returned home last week from a successful business trip to the South and Middle West. He sold numerous orders of Rugbys, John Hay, etc., and states that trade in the sections he visited was "fine."

Louis H. Eisenlohr, of Otto Eisenlohr & Brothers, has just returned from a business trip to the West. Asked how he found trade there Mr. Eisenlohr said: "So good that I had to come home. We have so many orders we can't overflood our factories and so I decided to come home." Mr. Eisenlohr went as far West as Denver. He speaks in high praise of the business activity of that city.

N. T. Weser, of the John S. Geller, Sons & Co. jobbing house, paid a business trip to the Wilmington, Del., branch of the firm last Monday. Among new goods being pushed by this firm are the Carolina Brights cigarettes, Foxy Kid, a chewing tobacco and Peachy, a cut plug.

Many of the Philadelphia leaf dealers are looking ahead with pleasant anticipation to the coming session of the National Cigar Leaf Tobacco Association's convention, to be held at Atlantic City commencing May 4th. Philadelphia will be well represented at the convention. The official delegates from the Philadelphia branch of the National Association are: F. Eckerson, J. W. Newman, M. Rosenberg, Leopold Loeb and Oscar Boehm.

Governor Signs Anti-Cigarette Law

Governor Pennypacker, of Pennsylvania, yesterday signed the Zern anti-cigarette law. It prohibits the sale of cigarettes or cigarette paper to persons under 21 years of age under a penalty of a fine of not less than $100 nor more than $300.

PHILADELPHIA LEAF MARKET

Leaf dealers when questioned as to the state of trade during the past week almost invariably replied, "Fair to middling." The fact is that the April market is a March market, to-wit: Rather quiet and the sales numerous but of small quantities.

The demand, to use a paradoxical expression, is mostly for tobacco leaf which cannot be supplied. Following that



Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor.
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL
EUREKA
PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited. Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**



HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, **Moundsville, W. Va.**
Jobbers, Write for Samples.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

A. K. MANN,
Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.
F. W. Dohrmann & Son,
Packers of **Cigar Tobacco**
Packing { Covington, O.
Houses: { Gettysburg, O.
Zimmer Spanish, Ohio Seed Leaf, Little Dutch.
Redryers of **Burley Tobacco**
Redrying House: Cincinnati, O.
Bright Grades and Cigarette Wrappers a Specialty.
Samples forwarded on application.
Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**



A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

A. J. HINSEY,
Manufacturer of
Fine Havana and Domestic **CIGARS**
For Wholesale and Jobbing Trade Only. Correspondence solicited.
Akron, Pa.

CHAS. TOLE & CO.
Packers of **Leaf Tobacco**
James and Prince Streets,
LANCASTER, PA.

STAUFFER BROS. MFG. CO.
New Holland, Pa.



MR JOBBER:—If you are a Ten Cent Smoker,
Try this Brand of Five-Cent Cigars,
and see what can be accomplished by buying DIRECT FROM FACTORY.
We employ no traveling salesmen, but SELL DIRECT TO JOBBERS ONLY.
Private Brands Made to Order.

G. M. Wechter, *Established 1883*
Manufacturer of
Cigar Boxes
GOLD LEAF PRINTING a Specialty
Akron, Pa.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky.



A sure cure for Dry Cigars and Tobacco.
A cure for foul, slimy, Sponge, Cotton and Felt.
The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 26, 1892, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.
Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 3 for tobacco pails. No. 4, Pans 4x12x20 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 4x37x17 for each wall case shelf; 8x12x60 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.
O. R. RICE & CO., 103 East 14th Street, NEW YORK.

D. A. SHAW, President. H. L. SHAW, Vice President. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Company

PIONEER GROWERS
OF
Florida SUMATRA Under Shade

Conducted under the personal supervision of **Mr. D. A. SHAW,** the first grower of tobacco under shade, as Manager for eight years of the **Plantations of Schroeder & Arguimbau,** and as originated by the late **F. A. Schroeder.**

By reason of Our Extensive Experience, we are able to supply

A SUPERIOR LINE OF GOODS

AT THE MOST REASONABLE PRICES.
SAMPLES UPON REQUEST.

Plantations & Offices, Quincy, Gadsden Co., Fla.

there has been a fair demand for 1901 Connecticut binders.

There has also been a fair demand for the new Sumatra leaf and Havana wrappers. Prices remain firm. Manufacturers continue, however, to buy on the "from hand to mouth" plan, which, while satisfactory to them, is a little depressing to the market.

EXPORTS.

Liverpool.—25 hogsheads; 21 tierces.
Antwerp.—130 tons.

CINCINNATI TRADE CHIT-CHAT.

There'll Be No Association Smoker—Tobacco Warehouseman Kills Discharged Employe—Business Personals and News Notes.

Cincinnati, O., April 6, 1903.

Nothing new has developed concerning the "smoker" which the Retail Cigar Dealers' Association proposed to give. Secretary O. Gassman says he doubts if it will be held. Some of the manufacturers who have supported the Association financially consider a smoker too expensive. Sam Straus says it would be best to hold onto the Association's money and spend it in a more wise cause.

Joe Cantor has opened his new cigar store at Fourth and Main street. His old Walnut street store is to be demolished.

Henry Straus opened his wholesale cigar store in the Grand Opera House building, Monday, March 30.

Mr. Weil, of Hirsch Bros'. Pearl street cigar factory, will take a week off beginning Monday, April 13. Sam Hirsch will devote the week to factory interests. Mr. Hirsch makes an up the river trip from the 6th to 13th inst.

Milton A. Goldsmith, of Goldsmith Bro., destributors in the Burnet House block, has been sojourning among the Great Lakes in the guise of a newly elected benedict. Mrs. Goldsmith, who is a daughter of John Lehmann, of Avondale, accompanied her husband.

Spence Bros. & Co. are devoting their energies to package smoking and chewing tobacco.

W. E. Gathin, who recently came from Paris, Tennessee, and opened a tobacco warehouse at Henderson, Ky., shot and instantly killed Cabell Beverly, a discharged employe, whom Gathin claimed threatened his life. Z. T. Gathin, father of the slayer, is one of the richest men in Tennessee and offered to furnish a $200,000 bond if necessary for the release of his son. Both men were well known among tobacco men.

The month of March did not turn out as well as was expected in the leaf tobacco trade; it started out well but dropped. April looks more steady with a firm market and the month is more likely to produce better results than its predecessor.

V. Mancebo, Muina & Co., New York cigar manufacturers and dealers in fine leaf tobaccos, were represented here the past week by Mr. Muina of that firm.

Jacob Weil, long and familiarly associated with the cigar manufacturing business of Samuel Lowenthal, and later in the leaf business, is devoting his attention entirely to the cigar trade. Mr. Weil is handling Pennsylvania and Havana goods and does quite a neat business at 529 Main street.

Mr. DuBrul, of the Miller, DuBrul & Peters Manufacturing Company, Pearl and Lawrence streets, has been East on a business trip for the past two weeks. He is xepected home Monday, April 13. The firm's cigarette machines are being exported largely to Europe and South America.

The tobacco growers of Scott county, Ky., organized March 28, at Georgetown and will sell their tobacco only to the National Association. John F. Ford was elected President and James M. Ford Secretary.

Ullmann, Dreifus & Co. are preparing to make a run on the Tom Keene cigar. Mr. Ullmann stated that last month was the poorest the firm has had for a long time. While discussing the reason therefor Mr. Dreifus let a customer go without leaving an order, and it was a ten thousand order at that. He said the offer was at a price not sufficient to met any profit. He thought however his man would return as he likes the cigars he bid on.

There were two sales of seed leaf Saturday. The Cincinnati-Miami offered 119 cases and the Farmers and Shippers 20. The sales were both well attended and the demand active. Good prices prevailed for the quality of seed leaf offered.

The culture of tobacco in Egypt is forbidden by law.

GENERAL NOTES.

T. W. Brazill has re-opened his cigar factory at Odebolt, Iowa.

Hickey Bros. have acquired a new cigar store at Davenport, Iowa.

Thomas Clark and L. L. Ream have purchased A. F. Webb's cigar factory at Valentine, Neb.

A 6-year-old boy at Appleton, Wis., is already a confirmed pipe smoker. He prefers strong cut plug.

L. G. Deschler, of Lafayette, Ind., is said to have paid $13,000 for the cigar stand concession of the new Claypool Hotel at Indianapolis, Ind.

John G. Brown, aged eighty-one, and for sixty years engaged in the wholesale tobacco trade in Utica, died March 27. Mrs. C. S. Minor, of Honesdale, Pa., is his sister.

It is estimated that during the past season the Continental Tobacco Co. has purchased between three and four million pounds of tobacco in the Woodford county, Kentucky, district.

Senator Burnett has introduced a bill in the Illinois Legislature prohibiting the manufacture and sale of cigarettes. Wisconsin has already passed a similar bill and so has the Canadian House of Commons.

Tobacco grown in Greece is taking a firmer hold upon the world's markets. The highest quality, which is raised in the Agrisson district, is all consumed in Greece, only the secondary grades being exported.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R



E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in **LEAF TOBACCO**
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

Ready for the Market
1901 First Class Pennsylvania Broad Leaf B's
First Class Pennsylvania Havana Seed Binders
Fancy Packed Zimmer Spanish
Fancy Table Assorted Dutch
Fancy Packed Gebhart
Every Case of Our Own Packing
1902 FINE FORCE-SWEATED CONNECTICUT
I. H. Weaver, Packer of Leaf Tobacco
241 and 243 North Prince Street,
LANCASTER, PA.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE,
Packer of
Fine Connecticut Leaf
ALL GRADES OF DOMESTIC
Cigar Leaf Tobacco
201 and 203 North Duke Street,
LANCASTER, PA.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

L. E. Ryder,

Wholesale Manufacturer of

Cigars

Lancaster, Pa.

The Best Possible Goods for the Least Possible Money.

Shipping Station, East Earl.

H. L. WEAVER. E. H. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. AKRON, PA.

J. E. SHERTS & CO.



Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.

A. W. ZUG

High-Grade Cigars

EAST PETERSBURG, PA.



Recommended for Exquisite Aroma and Excellent Workmanship.

We Employ No Salesmen.

All our business is transacted Direct with the Wholesale Houses.
Please place yourself in correspondence with us.
WE WILL SAVE YOU MONEY.



R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana

Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. MT. CARMEL, PA.

IF THAT OTHER FELLOW DON'T TREAT YOU RIGHT, WE WILL. PLEASE GIVE US A CHANCE.

WE CAN SAVE YOU MONEY
When you buy
Knives, Boards, Cutters,
Cuban Blades,
Cigar Box and Mold Presses,
Sprayers, Bundlers,
Booking Blocks,
Box Openers,
Branding Machines,
Scrap Cutters, Tobacco Casers,
Bunching Machines,
All kinds of Revenue Books,
Etc.

THE STERNBERG MFG CO.

Ask for Our Catalogue No. 5
IT ILLUSTRATES 1500 of the LATEST AND UP-TO-DATE
CIGAR MOLD SHAPES
AND A COMPLETE LINE OF
CIGAR MAKERS' SUPPLIES

Main Office and Works, 1702--1712 West Locust Street, DAVENPORT, IA., U. S. A.

TRADE NOTES FROM READING.

John C. Taylor's Narrow Escape—Cigarmakers Wanted—New Cigar Store—The Heidel Tobacco Company.

Reading, Pa., April 4, 1903.

C. M. Yetter, cigar manufacturer at Mohnsville, this county, who was burned out several weeks ago, has taken possession of his new factory and has resumed work with upwards of 100 hands. His factory is a frame structure, two and a half stories high, and has a capacity for 125 benches. Mr. Yetter wishes to thank the trade through the valuable columns of the Tobacco World for its kind indulgence in not countermanding orders during the time he was unable to fill them.

John C. Taylor, of the Taylor Tobacco Co., made a narrow escape from losing his left arm last week. He was at work around some new machinery, when his hand was caught in the gearing and two of his fingers were badly lacerated. But for the prompt action of the foreman, Harry C. Kutz, in stopping the motor, Mr. Taylor's arm might have been torn from its socket. Dr. Reutschler dressed his injuries.

E. E. Kahler is still advertising for twenty-five cigarmakers on hand and fresh work, and Gumpert Bros. need fifty additional employees. Both firms are very busy.

J. Luther Goodhart and George Bennethum, wholesale and retail cigar dealers, have leased the cigar stand at the Mt. Penn Tower for the coming season. They made a contract with the Brunswick-Balke-Callender Co., to furnish them with a regulation bowling alley. The new outfit will be installed April 5.

James Dengler, who recently purchased the goodwill, stock and fixtures of the cigar store at Seventh and Bingaman streets, is enlarging the place. He leased the entire building. A pool room will be equipped and other alterations made.

J. Fred Isett, Jr., of Hamburg, opened his new cigar store, billiard and pool room last Saturday. The place will be known as the Palace cigar store and is located in the Smoono Building, which has been repainted and papered and conveniences added. The billard and pool rooms are in the rear room on the first floor.

William H. Yocum, of Yocum Bros., is away on an extended trip through the Western section of the United States. He goes as far as Denver, Colo. and will visit the firm's largest customers in that field. They sell a large volume of their output annually throughout the West. Their new annex is already in partial use and will be filled with new benches about May 1.

A growing industry here is the Heidel Tobacco Company. Several additional hands were put to work last week and two more brands of smoking and chewing tobacco were placed on the market. The firm enjoys a large run of its Daisy Butt brand. The Heidel Company is meeting with success, thanks to the energy of Miss Margaret Heidel, the efficient head of the company. Miss Margaret and her sisters are interested in the business. Miss Margaret purchases the cuttings and other products used in the factory and goes on the road making sales, collecting accounts, etc. It is rather a novelty to see a woman thus employed and further, it is a pleasure to mark how successful she has been in building up a good trade.

The tobacco salesman, who stabbed Herbert Jacoby, a bell boy at the Mansion House, the other week, was arrested in Philadelphia, by Detective Fegely and entered bail in the sum of $1000 for a hearing before Magistrate Kirschman, of this city. Later all parties concerned got together and the case was settled, and the charge against him withdrawn.

PACIFIC COAST TOBACCO NEWS.

Business Changes and Doings of the Retailers—Hermitage Company Successfully Grows Tobacco—A Bit of Mexican News.

Bureau of The Tobacco World,
230 California St.
San Francisco, Cal., Mar. 31, 1903.

Trade among the retailers is increasing each week, due largely to the great number of tourists who are flocking into the city. A number of new stands are being installed. Many of the retailers are making alterations and all of them are putting in larger stocks.

H. Gross and A. H. Pearce, who have a cigar store at 100 Eddy street, have put in another stand in a new and favorable location at the southwest corner of Montgomery and Sacramento streets. The stand is finished in red with a rich mahogany counter and is very attractive.

A. Glaser, of Glaser Bros., retailers, reports a thriving business. This firm is putting in a new stand at the southeast corner of Ninth and Market streets. They expect to open it within two weeks.

B. L. Folger and J. T. Hodges have just installed a cigar stand in a new location at the northwest corner of Mission and Seventh streets. Although this is the first venture these gentlemen have made in the cigar business, they are prepared to win a first class trade.

C. C. Dodge, the well-known retailer at 130 Montgomery street, has sold his stand to Irving Frank. Mr. Frank was formerly located in the wholesale district and is well known in local trade circles.

Charles Simon, manufacturer of high grade cigars, at 322 Seventh street, will move this week to larger and more convenient quarters at 313 Seventh street. He will employ more help to supply the increasing demand for his cigars.

E. L. Allenberg, manager of the cigar and tobacco department of the Johnson-Locke Mercantile Company, is without doubt the busiest man in the trade just now. There was a fire yesterday in the top story of the building, which his company occupies and the water, soaking through, ruined much of the stock of tobaccos and cigars, amounting to a loss of probably $5000. Things will, however, be put in shape immediately and the humming business of the company will continue. They have advance orders for 50,000 cigarettes to be delivered on April 1st alone. Mr. Allenberg, in company with Tom Dean of the Cuba American Manufacturing Company, and Mr. Newman, of Maurice Newman & Co., recently made a trip to Los Angeles, in which they did a wonderful amount of business and are more than pleased with the results. Last week Mr. Allenberg made a good trip to San Jose. Mr. Glass, a traveling representative of the company, has been laid up for two weeks with the eczema.

M. Blaskower & Co. are now handling trust goods, believing that a fight against them was neither profitable nor appreciated. The idea of being connected in any way with the American Tobacco Company is still denied by Mr. Blaskower.

Mr. Judell, of H. L. Judell & Co., has received a letter from Jake Joseph, who says that he is now located in Chicago. Mr. Joseph was formerly with the American Tobacco Company, and is now general Western agent for the Wilson Distilling Company. Mr. Judell's representative in Arizona, R. T. Glass, is sending in excellent reports. Emil Judell, of the company, is stirring up a bigger business in the North than the company has known for years.

Ed. Singleton, representing the El Symphonie cigar, is now in town. It is said that Rinaldo Bros. & Co. will no longer be the Pacific Coast agents of

---

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

A. KOHLER & CO.

Manufacturers of **Fine Cigars**

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.

RED LION, PA.

E. B. STONER,

Packer of and Dealer in

PENNA. LEAF TOBACCO

Hellam, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. M. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.



Match It, if you Can---You Can't.

"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

Notice to the Trade.

ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also The Best Goods Under the Sun, because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF
Trade-Mark.
If you sell PLAIN SCRAP GOODS, we are the leaders, and it Will pay You to Look Us Up.
Taylor Bros. Tobacco Co.
READING, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUBLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

Wanted. Seed Scraps and Siftings
Submit sample by mail and put name and address on parcels
INTERNATIONAL TOBACCO COMPANY
204-206-208 East 27th Street, NEW YORK

USE OUTDOOR DISPLAY
We Furnish Estimates To Advertise Anywhere
PAINT OR POSTER
Sketches and Designs FREE
The BILLPOSTING SIGN CO.
814 Walnut Street, PHILADELPHIA.

that brand, but the new representatives have not yet been decided on.

Mark Jacobs, the well known and aggressive representative of the Ruy Lopez Company, has been making this territory in his characteristically successful way.

D. B. Simon, representing Howenstein & Co., and M. Gottsegen, has just arrived in this city, and is preparing for a big season. From here he goes to Los Angeles, then back and up North on his return home.

The Continental Tobacco Company has just issued circulars offering a new drop shipment deal to be effective in points in California, Oregon, Washington, Idaho, Nevada and Arizona. It is good until July 1st and offers special attractions on the purchase of sufficient amounts.

Ed. Davey is now in this city making purchases preparatory to starting his new cigar factory in Eureka, Cal.

E. J. Farrish, resident manager of the British-American Tobacco Trust in Japan, arrived in this city last Friday from Yokohama. He is accompanied by his wife.

A. M. Kohlberg, of Kohlberg & Co., leaf tobacco dealers, is expected to return from his Eastern trip on the fifth of April. He has just shipped two cars of the celebrated '99 old Pennsylvania tobacco.

Gribbling & Almberg, cigar and tobacco dealers, at Ritzville, Wash., have dissolved partnership. Mr. Almberg will continue the business.

The Hermitage Tobacco Company, which is now trying the experiment of growing tobacco in California, reports that the plants at Cloverdae are growing well. Last week was a little cold, but with some warm weather they will grow rapidly and may be removed from the hot beds and placed in the field about the latter part of April. The company reports having received from the East a planter that will greatly facilitate transplanting. In appearance it resembles a corn planter to a certain extent. This is believed to be the first machine of the kind brought to California. Another machine of the same pattern has been ordered, as have also a cultivator and other approved tobacco cultivating machinery.

An American company has formed a combination of all the cigarette factories of the City of Mexico into one large organization for the purpose of engaging in the manufacture of American chewing and smoking tobaccos. Without waiting for this company to enter the field, however, Carlos Huber, a well-known resident of Mexico City, has applied to the Department of Fomento for an exclusive concession for the manufacture of chewing tobaccos in the Republic of Mexico, stating that he is ready and willing to erect a large factory for this purpose. As there are no applicants in the field, it seems probable that Mr. Huber will secure his concessions. The reason for this activity in the line is the fact that in spite of wide extent of the tobacco business in Mexico, there has never been any real earnest effort on the part of the manufacturers to put up tobacco in plugs for chewing.

C. N. Gabe, of San Francisco, has purchased the cigar factory and business of B. F. Parsons, at Santa Barbara, Cal., and will continue the business on a larger scale. Several new brands will be placed on the market.

Trade-Mark Register.

LACE CURTAINS. 14,016.
For cigars. Registered March 31, 1903, at 3 p m, by H. B. Keck, Philadelphia.

LITAN. 14,018.
For cigars, cigarettes and cheroots. Registered April 1, 1903, at 9 a m, by A. D. Engel, Philadelphia,

FESTINO. 14,019.
For cigars, cigarettes and cheroots. Registered April 1, 1903, at 9 a m, by A. D. Engel, Philadelphia.

LUCY B. 14,020.
For cigars. Registered April 1, 1903, at 9 a m, by George B. Brenner, Lancaster.

PENNSYLVANIA CIGAR STORES CO. 14,021.
For firm name. Registered April 2, 1903, at 9 a m, by Wm. Cathin, Philadelphia.

FORWARD. 14,022.
For cigarettes, chewing and smoking tobacco. Registered April 6, 1903, at 9 a m, by Budin Bros., Philadelphia.

REJECTIONS.

Stiletto, Melba, Up to Date, Terminus, Anavana, Zeno, Vincent, Constitutional.

CANCELLATION.

Sunny Jim, registered for chewing and smoking tobacco, has been cancelled.

CORRECTIONS.

Haram Kiraly, registered March 30, 1903, by Leo Rosenberger, should have been Haram Kiraly Hazi.

Virginia Beauty, registered for cigars by the Dixie Tobacco Co., Bedford City, Va., should have been also for cigarettes, cheroots and stogies.

Virginia Dope, registered for cigars and tobacco, by the Dixie Tobacco Co., Bedford City, Va., should have been also for cigarettes, cheroots and stogies.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Border Blossom, Heather Queen, City Hall Crooks, Braig's Preference, Creme de Menthe, Dubuque Club, Dubuque Commercial Club, Transcript, Princess Louise Francoise, La Francoise, Francoise, Four Inch, Nagypte, La Nao, Auaga, Anacaona, Masonic Knights, Velux, Crest of Quality, Belleza Real, Mango Special, Diosa de Trafico, La Genuino, Palaciego, Hopefield, Heatherbloom, El Goso, Joya Real, La Nimedad, La Alegria, El Prenda, Naoum Pasha, Margaret Garden, Lady Bannerman, Jane Welsch, Charlotte Withers, Harriet Grove, Mary Morrison, Highland Mary, Miss Chaworth, Judge Bond, Del Credere, Buen Pactar, El Velzo, Pyro, Pyrograph, Cleveland Kossuth Monument, Quaint, Independo Mozziconi, El Brando De Tampa, Silver Arm, Union Arm, Union Hammer, Almogavar, One Solitary Dollar, The Fair Graduate, Protective order of Owls, The Best Pleasure Cigarette, Lucky Dream, Uncle Henie, High Alto, Illinois Maid, Illinois Made La Mochilla, La Merienda, La Picanita, El Recibo, Benemerito, El Panolera, Terreno De Oro, El Sotero, Buen Cosa, Flor de Bolsa, El Abacero, Venta Vivo, Under the Bamboo Tree, Hand Picks, Buster Brown, Pamlico, Amaballa, State Flower, California Beauty; Teveda, Our Future, Rey Del Aire, Matthew Lyon, Cuban Tact, W. H. C., Union Honor, Importers' Specials, True Union, Union Reward, Buck-Eye Maid, B-Z-B, Special Delivery, American Star, La Barato, Pretty Peggy, Tigner's Emblem, Pansy Good, Kate Pemberton, Emblem of Beauty, Mr. Yale, Duke Boris, Miss Vassar, Marie Doro, Teno, Arcadian, H. U. Yost, Champion M., Moncia Club, La Meta de Porto Rico, Rosa del Plata, Vegas del Plata, Rosa Roma, Prairie Jack, Capital 5, Western Jack, Texas Jack, Kansas Jack, Rocky Mountain Jack, Western Hare, Judge Best, Tirador,



G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100 000 to 125,000
Cigars
Factories: YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.





Great Sire
A National Leader in Five Cent Cigars
MADE BY
J. E. Hostetter, Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."



La Imperial Cigar Factory



J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVE
Capacity, 25,000 per day.
Prompt Shipments guaranteed

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"



THE BEST FIVE CENT CIGAR.



Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
Specialties:—The Bear Brand—The Cub Brand—The Essie Brand.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.





B. F. ABEL,
HELLAM, PA.
Manufacturer of Fine Seed & Havana
Cigars
Joe F. Willard is Our Popular Leader.

W. H. RAAB & SONS
MANUFACTURERS OF
LA CUBANA CIGAR FACTORY No. 463
High Grade Cigars.
ESTABLISHED 1871
DALLASTOWN, PA.

H. G. HOELTZEL
Manufacturer of
RELIABLE UNION MADE
Cigars
LANCASTER, PA.
LEADING BRANDS:
Union Beauty, 5c.; Lady Dora, 5c.; Rosy View, 10c.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

A. SONNEMAN & SONS,

Packers and Dealers in Leaf Tobacco

105 S. George St., YORK, PA.

Walter B Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of Leaf Tobacco

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.

Sole Owners and Manufacturers,

RACINE, WISCONSIN, U. S. A.

TOBACCO BLOCKADING.

(Concluded from p. 6)

the tell-tale white top peddler's wagon, traveled in all kinds of nondescript vehicles. Sometimes it was a corpulent-bodied buggy with a hundred weight or two of plug stored under the seat. Sometimes all that was to be seen was an innocent rustic with a dilapidated turnout, simply moving his household effect of chests, barrels and feather beds. Again it would be a load of fodder passing which only the initiated knew to come from a hundred or more miles up the country.

One manufacturer, who also owned a mill, shipped countless "chunks" of plug tobacco in the middle of barrels of flour. Much went off in trunks as wearing apparel. Tons went as hardware in goods boxes by freight. At least one lot is said to have been shipped in a coffin, with the name of the deceased on the lid.

Blockading developed a reckless, venturesome type of men. It was a strenuous, eager life, half elation, half dread, and all excitement. And the excitement was about all the profit that most manufacturers and peddlers got out of it in the long run. More profit inured to the merchant than any one else. He bought blockade tobacco at about the market price for stamped tobacco, less the tax, and retailed it as high as if he had paid the whole tax. When in the late seventies the tobacco tax was made so low that there was little or no benefit in evading it, blockading waned and finally died a natural death.

I would not be understood to affirm that every tobacco manufacturer, or even every peddler, was a blockader. I can only say that I never knew one of either—and I knew many of each calling—who was not mortally afraid of a stranger in a top buggy—more afraid of him, as I have once said, "than of an army with banners." THE MEDICINE MAN.

FRAUDULENT DEBTOR PUNISHED.

It has at length been demonstrated that there is a way to punish fraudulent debtors. Charles Kanter, of 71 West 115th street, New York, was on trial last week before Recorder Goff in the Court of General Sessions on a charge of grand larceny in the first degree.

Kanter was tried on only one out of five indictments of the same nature, which had been found against him. He was a member of the firm of Kanter & Cohen, dealers in woolens and dress goods at 622 Broadway, which failed for $50,000 a year ago. Altogether it is believed that the trade was swindled out of from $75,000 to $100,000 through the operations of the firm. There are four indictments pending against Louis Cohn, Kanter's partner.

When the firm failed, last March, Charles M. Hough was appointed receiver by the United States Court. He testified on the trial that when he took hold he found no books and practically no assets. By other witnesses it was brought out that a couple of days prior to the failure the defendant had ordered all the books and the papers of the firm taken to Bayonne, N. J., where they were burned.

The complainant against Kanter on this trial was the firm of Vietor & Achelis, of 66 Leonard street, who charged him with having obtained from them on Feb. 27, 1902, $723 on false representations in writing. It appeared that on Sept. 21 of the previous year Kanter & Cohen had sent a financial statement to the trade in which they claimed $26,000 assets above their liabilities. On this statement the firm succeeded in obtaining credit from various firms to the amount of $50,000 or thereabout.

Kanter was found guilty and has been sentenced to imprisonment for five years.

THE CELEBRATED "ACT OF 1794."

The obnoxious Blue Law of 1794, under which numerous cigar dealers have been arrested for selling cigars and tobaccos on Sunday, is herewith given in full for the edification of the readers of The Tobacco World:

"If any person shall do or perform any worldly employment or business whatsoever on the Lord's Day, commonly called Sunday, works of necessity and charity only excepted, or shall use or practice any unlawful game, hunting, shooting, sport or diversion whatsoever on the same day, and be convicted thereof, every person so offending shall for every such offense forfeit and pay $4, to be levied by distress."

Cigarettes Barred From Canada.

A dispatch from Ottawa, Canada, under date of April 1, says: The women reformers of Canada won a great moral victory in the Commons to-day in the adoption of Mr. Bickerdike's motion declaring for the prohibition of the importation, manufacture and sale of cigarettes in Canada. Sir Wilfrid Laurier, though he never smokes, was against it.

—To-day smokers are numbered by millions, a fact for which the treasuries of most nations have to be devoutly thankful. It is estimated that 1,000,000,000 acres of land are devoted to the culture of tobacco. The world consumes yearly 6,300,000,000 pounds of the weed, worth $200,000,000.

PATENTS RELATING to TOBACCO, Etc.

723,863 Combined match safe, paper holder, and cigarette-machine, Walter R. Hamper, Detroit, Michigan.

724,411 Igniting material for matches Wm. Muir, Edmonton, and C. R. E. Bell, Bromley, England.

723,947 Cutting mechanism for cigar wrappers, Oluf Tyberg, assignor to R. L. Patterson and G. Arents, Jr., New York city.

724,148 Manufacture of cigars, Bernhard Wertheimer, Karlsruhe, Germany.

SAVE CIGAR BANDS!

ANOTHER FREE DISTRIBUTION

OF

$142,500

Will be Made in December, 1903, Based on the Month of NOVEMBER, 1903, to Smokers of

"CREMO" "CUBANOLA" "GEO. W. CHILDS" "JACKSON SQUARE" "PREMIOS" "EXPORTS" "LA BELLE CREOLE" (10c)

"FONTELLA" "RENOWN" "SALVA FUMA" "SANTA BANA" "PEOLA" "SMOKETTES" "COLUMBIA" (10c) "DOWLEDO"

"WEGO" "NERVE" "STAR" "LILLIAN RUSSELL" "TURCO" "VELVET" "CONTINENTAL" (10) "DETROIT FREE PRESS"

"SIONA" "SPANIOLA" "TWO ORPHANS" (2 for 5c) "BENEFACTOR" "FLORODORA" (3 for 10c) "FLORODORA OPERAS" (5 for 10c) "PIONEER"

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on during the month of November, 1903?

(Cigars bearing $3.00 tax per thousand.)

The persons who estimate nearest to the number of cigars on which $3.00 tax per thousand is paid **During the Month of November, 1903,** as shown by the total sales of stamps made by the United States Internal Revenue Department during November, 1903, will be rewarded as follows:

To the	1 person estimating the closest		$5,000 00 in cash.
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000 00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25.00 each)	2,500 00 "
To the	2.000 persons whose estimates are next closest	($10 00 each)	20,000 00 "
To the	3 000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" cigars (value $2 50 per box)		75,000.00
	35,213 *35,213 persons*		*$142,500.00*

Every 100 bands from above named cigars will entitle you to four estimates.

[One band from "Florodora" Cigars or one band from "Florodora Operas" counting as two bands from the other cigars mentioned; and no less than 100 bands will be received at any one time for estimates]

Information which may be of value in making estimates:—The number of Cigars now bearing $3 00 Tax per thousand, for which Stamps were purchased, appears below:

	1900	1901	1902		1900	1901	1902
January	422,512,494	448,806,638	496,983,717	July	457,642,572	501,318,407	571,866,633
February	394,440,344	417,196,433	445, 95,483	August	483,551,833	485.441.753	565,974,550
March	436,122,097	445,641,761	516,599,027	Sept'mb'r	474,787,902	501,800,523	575,804,470
April	427,952, 58	481,870,212	516,835,163	October	532,205,063	574,551,047	628.881,303
May	456,509 855	553,187,580	523,035,907	**NOV.**	**508,258,250**	**529,308,500**	**562,444,393**
June	473,591,527	500,693,908	532,151,477	December	467,092,208	479,312,170	

Only Cigar Bands are good for Estimates.

Send nothing but Cigar Bands under this offer.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after December 1st, 1903, as the figures are obtainable from the Internal Revenue Department of the United States for November, 1903.

Write your Full Name and Post Office Address plainly on packages containing bands. The Postage or Express charges on your package must be fully prepaid, in order for your estimate to participate.

All estimates under this offer MUST BE RECEIVED on or before October 31st, 1903, by the FLORODORA TAG COMPANY, JERSEY CITY, N. J.

Send each estimate on a separate piece of paper, with your name and address plainly written on each.

You do not lose the value of your bands. Receipts will be sent you for your bands, and these receipts will be just as goods as the bands themselves in securing Presents illustrated in our Catalogue.

Handsomely illustrated 80-page catalogue (page size 7 in. x 10 in.) showing all the Presents exactly as they are, and with beautiful embossed cover lithographed in ten colors and gold, will be mailed to any address upon receipt of ten cents, or ten tags, or twenty cigar bands.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

This cut represents the Style of Brand used on



Write for Samples and Prices. *TO JOBBERS ONLY.*

PHARES W. FRY---Lancaster, Pa.

Cuban Scenes and Cuban People.

A Tobacco Field in the Tumbadero District.

Among importers of Havana leaf and manufacturers of Havana cigars one hears much of tumbadero. The tumbadero leaf is grown in the Partido district in the Province of Havana, and when the crop is a good one as a whole, the tumbadero is apt to be the finest leaf grown. It is large and hin, and makes excellent wrappers.



A TOBACCO PLANTATION IN THE TUMBADERO DISTRICT.

The plantation of which the reader gets a glimpse in the first of the two pictures published this week is within a short ride on horseback from the railway station of San Antonio. The photographer has been remarkably successful alike with the growing tobacco in the foreground and with the trees in the background. Of the three men in the picture he to the le't is the owner of the plantation.

How the Vegueros of Cuba Live.

In the second picture we have this same plantation owner, again to the left, while to the right is a group made up of the members of the family of his tenant, or veguero. They are represented standing before the palm thatched hut in which they live. Cuba is a children's paradise and the veguero's little boy, barefoot and simply clad as he is, has a glorious time the whole day long. He is only a country lad and by and by, if he lives so long, he will be a tenant tobacco farmer himself. Meantime he enjoys life and envies no other boy on earth.

In Cuba most of the tobacco plantations are worked by tenant farmers who receive a share of the crop for their labor, but some of these vegueros own their own tiny plantations of from ten to twenty acres. It is exceedingly difficult to buy tobacco lands in Cuba. The people who own land, in the tobacco growing sections of the island particularly, cling to their holdings with a passionate devotion. Their native soil is all they know and they care for very little else.

—A party of tobacco growers has been sent to Hartsville, Darlington county, S. C., to conduct experiments in growing Cuban filler tobacco. Soil has been found in that district suitable for growing the better grades of leaf. Three acres of tobacco will be planted and grown under the care of experts. If the experiments are successful, it is the Government's intention to keep the tobacco party in South Carolina for another season at least, in order to be able to instruct the planters as to the proper methods to be used in the cultivation of this grade of tobacco.



A VEGUERO'S FAMILY IN THE TUMBADERO.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Special Designs
Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels
TELEPHONE.
Metal Printed Labels

Thos. L. Williams & Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET. NEW YORK.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Best Workmanship
The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Brc., York, Pa.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country.
Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: E. Hales, 9 Front st. Dayton, O: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
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Patented, Sep. 20, 1887.

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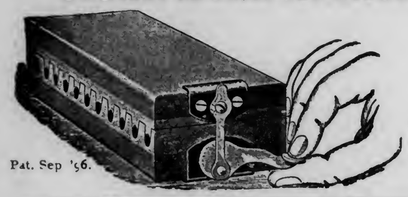
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Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press


Patented Sept. 1895


Pat. Sep '96.

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We have them in large variety. Send for samples.

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LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Business Changes, Fires, Etc.

Arkansas.

Fort Smith. C. F. Jewett, cigars, etc., succeeded by Smith & Townsend.

Illinois.

Carrollton. Charles W. Day, cigar manufacturer, died.

Chicago. Olson & Lofstrom, cigars, announce dissolution.——Pinar Del Rio Cigar Factory changed name to John P. Altgeld Cigar Factory, and increased capital stock from $50,000 to $150,000.——Paul G. Stahlfeldt, cigars, sold out.

Jacksonville. Knollenberg Bros., cigar manufacturers, dissolved.

Indiana.

Alexandria. Pernod & Merriken, cigars, succeeded by W. S. Merriken.

Indianapolis. Indiana Cigar Co. sued for $350.

Iowa.

Davenport. Emil Brockmann, cigars, sold out.

Massachusetts.

Fall River. Levy Schaub, cigars, tobacco, etc., chattel mortgage, $300.

Lynn. Cann & Burton, cigars, sold out.

Pittsfield. Griffin, Peck & Co., cigars, etc., chattel mortgage, $1,000. One for $600 discharged.

Minnesota.

Duluth. Haire & Neuman, cigars and tobacco, succeeded by Haire & Sandmann.

New York.

Nyack. George Meyers, cigars, out of business.

Troy. Charles Olasver, cigars, burned out.

Utica. John G. Brown, of L. Warnick Brown & Co., wholesale cigars and tobacco, dead.

Ohio.

Troy. C. E. Yost, cigars, sold out.

Pennsylvania.

Harrisburg. Morris M. Strohm, tobacco, etc., succeeded by Harvey Hetrick.

Texas.

Waco. Charles Epstein, cigars, etc., succeeded by Mike Strauss.

Washington.

Seattle. D. A. Boehme, wholesale leaf tobacco, damaged by fire. Insured.

Wisconsin.

Chippewa Falls. George B. McCall, cigars, etc., deed, $1,000.

—The balance sheet of the French monopolies in matches and tobacco shows that the state realized a profit of $4,472,649 on the manufacture of thirty-eight millards of matches. The receipts from tobacco were $8,300,000, of which $6,000,000 were net profit.

Phones: Keystone, 67-70 Main; Bell, 62-39 A

MUNJURA

Union Made

Turkish Cigarettes

Manufactured by

M. KAUFMAN & CO.

Importers & Manufacturers of Russian & Turkish Tobaccos, Wholesale and Retail

504 S. 5th St., Philadelphia

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Manufacturers of

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Planet–Plain Tips. **Planet**–Cork Tips

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Are the only Sumatra Wrapped Cheroots on the market selling at retail

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Excellent combination filler, and wrapped in foil. Made only by

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Manufacturing Chemists,

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The Best of Advertising Goods

BECAUSE THEY ARE

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GUMPERT'S
MANETO
114 N. 7th St. Philada. Gumpert Bros. Manufacturers.

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Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
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Factory 1839.



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Manufacturers of CIGARS
SPECIAL BRANDS to Order. Allentown, Pa. Correspondence Solicited.
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A Matchless 5 cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL
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High Grade
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Celebrated Everywhere. None Better.



Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
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ESTABLISHED IN 1881 Vol. XXIII., No. 15. PHILADELPHIA, APRIL 15, 1903. ONE DOLLAR PER ANNUM. Single Copies, Five Cents.

A. COHN & CO.

Having had so many inquiries for their

1902
Florida Tobacco

beg leave to say that it is not quite ready for the market, but expect to show samples toward the end of the month.

No. 142 Water Street,
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222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

THE TOBACCO WORLD

WHY THE CIGAR INDUSTRY IS STEADILY GROWING.

By A. LEVISON

THE LEAF TOBACCOS which go to the making of cigars are by this time so thoroughly understood that I should be taking up space unwarrantedly were I to attempt to describe them, or any of them, and yet it is a fact that the leaf handling trade and the cigar manufacturers of the United States take an ever fresh delight in information as to how this or that type of leaf is coming up to or falling away from its own standard. Thus, every spring news of the new Sumatra is awaited with the greatest interest. Is the new crop larger than the last? Are the colors as good? Does the leaf abound in spots? Is it thin and silky? And, above all, is it a better or a poorer yielder than the last crop? Those who handle Sumatra, either as importers or dealers or as cigar manufacturers, always await the arrival of samples of the new crop with a keen interest. And yet the man who buys Sumatra wrapped cigars seldom gives these subjects a thought. Cigars wrapped with Sumatra secure their public through their appearance, and, to the man who does not buy and sell leaf tobacco for a livelihood, or make or sell cigars, one such cigar looks very much like another. This is always the difference between the trained and the untrained eye. To the experienced eye of the man who imports or sells Sumatra tobacco, or who utilizes it in the manufacture of cigars, the minutest shade of color, the faintest possible difference in the "feel," and many other infinitely small details about this leaf, are of importance.

And the domestic cigar leaf crops, too, may each season count upon their own share of popular attention. Each must come up to well understood requirements. If they don't, then there is a scramble for representative tobaccos of the older crops, and somewhere, somehow, the desired tobaccos are found. And thus it goes on year after year, with unfailing regularity. Whether the supply be large or small, the demand is always met. The consuming public always gets what it is willing to pay for. Popular taste in the matter of cigars appears to be pretty much the same all over the United States. The cigar which pleases the Middle West may be counted upon to please any other part of the country. It is only in the matter of shape that fashions differ. Everything else is stable excepting that cigar manufacturers are constantly improving their product. We are making better cigars in the United States to day than we made five years ago, or even three years ago. Those that are to be made next year will be better than those we are making to day—superior in aroma, in workmanship, in appearance And so it will go on indefinitely. We are learning all the time, because we are studying all the time.

The growing, the packing, the handling and the manipulation into cigars of all the many types of leaf which we use in our cigar industry, are a constant subject of study by many thousands of earnest, painstaking, intelligent men. This has been the condition in the United States for the past fifty years and the result is that, despite a heavy tariff on imported tobaccos, we are enabled to turn out more and more thousands of millions of good inexpensive cigars every year.

That is my theory of the steadily expanding cigar industry of this country.

A. LEVISON.

END OF BOX STUFFING IN SIGHT.

The Brown non-refillable cigar box, which will put the box stuffers out of business, will be ready for delivery in quantities by about May 15. In the meantime the Brown Non-Refillable Cigar Box Co., of 150 Nassau street, New York, which manufactures this useful invention, will send a sample box on application to any responsible manufacturer who will ask for it.

Morris Brown, the President of the company, has spent all of his adult years in connection with the manufacture of cigars. He was for a long time in the service of the well-known firm of Bondy & Lederer. He says the idea of a non-refillable cigar box came to him in a flash, but that he spent five years in perfecting it. The Brown non-refillable cigar box costs seven-eighths of a cent more than the ordinary cigar box, but its employment obviates the necessity for expensive cigar bands and is an infallible way to foil box stuffers.

PROSPERITY OF PORTO RICO.

James S. Harlan, who has been in Porto Rico the last two years as Attorney General of the island, says that besides the tariff the insular government has established a system of internal revenue taxes, and the Federal system of internal revenue taxation has not been extended to the island, so that every dollar collected on the manufacture of cigars, cigarettes, rum, spirits and other products, which in other parts of the United States pay a tribute to the Federal Treasury, remains in Porto Rico with the island treasury.

TRUE TOBACCO ROMANCES.

XVI.—Fred Davis's Best Story.

Fred Davis, of Samuel I. Davis y Ca., kept everybody at his end of the table in a roar at the recent dinner of the Havana Cigar Manufacturer's Association at Luchow's restaurant in New York. Mr. Davis is as funny as Dave Warfield and Pete Dailey rolled ino one and has a larger fund of funny stories than both those famous comedians put together.

The funniest story Mr. Davis told is about as follows:

"About ten years ago I was in San Antonio, Texas, trying to sell my firm's cigars. I was newer at the business than I am now, and, like most young salesmen, with very little confidence in myself, though, then as now, firmly convinced of the merits of my goods. Whenever I was planning an attack upon some particularly desirable jobber my heart would mount into my throat and do all kinds of stunts there. And I was so easily rebuffed, too! A frown, or a hasty expression indicating that my visit was unwelcome or ill timed, would finish me completely. And all the time of which I am more particularly speaking San Antonio was filled with experienced and well known cigar salesmen. Among them the late Fred V. Simons was especially conspicuous. Mr. Simons was the king pin among cigar salesmen visiting the South. San Antonio was always a golden field with him, and Rafael Diaz, the big wholesaler, was one of Mr. Simons' best customers. Now I had had my own eye on Mr. Diaz for a long while, but every time I started to enter his store my heart failed me. I used to lay awake nights planning how to approach Mr. Diaz, but when the test came and I found myself actually on the threshold of his door I somehow felt unequal to the attack and would always turn away without even entering the place.

"One day while I was standing irresolutely on the sidewalk near Mr. Diaz's place of business Fred Simons came along. He was, as was usual with him, in a very debonair mood. He had no difficulty at all in worming out of me the secret of my too obvious uneasiness. Then he laughed very heartily but very goodnaturedly. All the time we were talking he was munching some peanuts he had bought of a nearby street vendor. Taking me by the arm he marched me into Mr. Diaz's store, munching peanuts all the while. His reception by Mr. Diaz was most cordial. He didn't introduce me to Mr. Diaz but I stood quite near, and the way Simons talked cigars to Diaz that morning was one of the most valuable lessons in the art of salesmanship I ever received. Simons munched peanuts throughout the entire interview and threw the shells indifferently upon the floor. It seemed to me that Mr. Diaz rather liked it, and accordingly the next morning when I entered Mr. Diaz's place of business I had provided myself with a stock of peanuts from the same vendor whom Mr. Simons had patronized the day before. These I munched as I entered the place. Mr. Diaz frowned very darkly when he saw me but he said nothing until I began throwing the shells on the floor. Then shouting very angrily 'don't throw those blankety blank peanut shells on the floor,' he turned on his heel, and that was the extent of the business I did with Mr. Diaz that day. That wasn't at all encouraging. All the same, I had learned from Mr. Simons the valuable lesson that self confidence in a salesman is of inestimable value to him in his career."

"DON'T SPIT" AND "DON'T EXPECTORATE."

Dr. Ernst J. Lederle, President of the Department of Health of New York city, has received so many letters objecting to the word "spit" in the ordinances requiring that rules of common decency be observed in certain public places, that he, on April 8, resurrected the following old letter from the department files:

"The Hon. Charles G. Wilson,
President Health Board,

"Dear President Wilson:—Can't you have our form of notice changed so as to read 'spit' instead of 'expectorate'? Expectorate is a vile word, and the Health Board ought to use good English.

"Sincerely yours,
THEODORE ROOSEVELT.

"Police Headquarters,
300 Mulberry street,
New York, March 21, 1895."

Dr. Lederle has also announced that the anti-spitting regulations will be much more drastic under the provisions of a revised and extended Sanitary Code, which is almost completed. Every public walk, whether in street, avenue, park, square or place, as well as the floors of tenements, lodging houses, theatres, and all kinds of public conveyances, platforms, ferry houses and stairs used by the public, and hotel offices, will be brought under the protection of the law in this regard.

DER TRUST IN DEUTSCHLAND.

A cable from Berlin, printed in the daily newspapers of April 9, stated that the Dresden Cigaretten Fabrik, which the cable said is the name under which the American Tobacco Company operates in Germany, is being prosecuted in the Berlin courts by a combination of dealers for alleged unfair competition. The company, it is alleged, has issued placards stating that its cigarettes can be bought everywhere, which, the complainants aver, is not true. They ask for protec ion against the "foreign concern with 180,000,000 marks ($45,000,000) capital."

At the headquarters of the American Tobacco Company in New York city, on April 9, it was said that nothing is known there of the Dresden Cigaretten Fabrik. The only cigarette factory in Dresden which is owned by the American Tobacco Co. is that of George Jasmatzi.

— Russel Sartor has opened a new cigar store at Canon City, Col.

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J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
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HAVANA AND SUMATRA SEED LEAF TOBACCO
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Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
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K. STRAUS DEALERS IN LEAF TOBACCO A. LOEB
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and Packer of LEAF TOBACCO
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217 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

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5. The circulation of **The Tobacco World** is so large that its advertising patrons may confidently count upon returns.
6. **The Tobacco World's** advertising rates are always reasonable, and correspondence on this subject is solicited from the trade.
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8. During 1902 the most striking novelty in **The Tobacco World** was "The Comic History of Tobacco by Divers Hands." The series, which began on January 1, with a chapter entitled "The Truth About the Discovery of Tobacco," contributed by Mr. Sigmund Rosenwald, of E. Rosenwald & Bro., of New York, and now the president of the National Cigar Leaf Association, ended on December 24 with a chapter entitled "The Immortality of Jean Nicot," contributed by Mr. Roger G. Sullivan, the well-known cigar manufacturer of Manchester, N. H. Each of the other fifty chapters was contributed by a different, but equally well-known individual, and the whole work was so well done, so brilliant, so enjoyable as to make the "Comic History of Tobacco by Divers Hands" truly the Tobacco Lovers' Classic. "The Comic History of Tobacco" will be published in book form, handsomely bound in cloth, and beautifully illustrated, and will be sent to any address in the United States, Porto Rico or the Philippines on receipt of $1.00, postage prepaid. Two dollars will pay for an annual subscription to **The Tobacco World** and for the "Comic History of Tobacco."
9. The Medicine Man, trusted and beloved by all readers of **The Tobacco World,** will continue throughout 1903 to pour out the treasures of his learning and the geniality of his unfailing good humor for the benefit of his friends among the pale-faces. A year under the instruction of the Medicine Man is a liberal education.
10. If you want a tenth reason for enrolling your name on **The Tobacco World's** subscription list look into your own heart and ask yourself this question: "Why should not I read what all my brothers in the trade are reading each week with delight and profit, in order that I may be as well posted as they?"

The Tobacco World Always Sparkles.

To secure **The Tobacco World** for one year fill out the following and enclose it with $1 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia.**

Name .....

Street and No. .....

City and State .....

Established 1881. Incorporated 1902.

THE TOBACCO WORLD

Conducted by
GEORGE A. SCHUTTE.
Published every Wednesday
By the
TOBACCO WORLD PUBLISHING COMPANY
224 Arch Street, Philadelphia.

JAY Y. KROUT, President and General Manager.
HENRY C. MCMANUS, Secretary and Treasurer.

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The Editorial and Illustrating Departments are located in New York city, which is recognized as the largest news centre in the world. All communications intended for the Editorial Department should be sent to No. 11 Burling Slip, New York.

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The Printing, Mailing, Subscription and Advertising Departments are located at Philadelphia, which is near many important centres of the industry. Communications appertaining to the business departments should be sent to 224 Arch Street, Philadelphia.

Entered at the Post Office at Philadelphia, Pa., as 2d class matter.

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One year, one dollar; six months, seventy-five cents; single copies, five cents.
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Advertising Rates on Application.

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Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address TOBACCO WORLD PUBLISHING COMPANY, 224 Arch Street, Philadelphia, Pa.

...GIVE . THE . BABY . A . NAME...



REGISTER YOUR NEW BRANDS
WITH
THE TOBACCO WORLD.

Where they will be seen by the entire trade.

The fee for registering is **$1.00** for each trade mark. The usual charge of **25 cents** will be made for searching, in case a brand for which application has been made is found to have been previously registered.

The Tobacco World publishes weekly a complete list of current registrations, in its own and other bureaux. Its weekly issues are, therefore, of great value and interest to cigar manufacturers, label lithographers and all others interested in trade marks.

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Name .....

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$125 IN CASH PRIZES.



The Tobacco World offers the following prizes:

A cash prize of Twenty-five Dollars for the **best** description of a retail cigar store.

This does not mean a description of the **finest** cigar store. What is wanted is a piece of writing which shall make good reading, and the cigar store described may be the most modest shop in existence or the most gorgeous. Those competing for this prize are requested to lay emphasis upon the human interest dominating the place described. If deemed judicious, writers may omit the real name of the owner of the store described and its location. Descriptions must not be less than 1000 words, nor more than 1500 words long.

Competition closes March 25th and the winning description will be published as soon thereafter as possible.

A cash prize of Twenty-five Dollars for the best description of a cigar leaf salesman's trip in the pursuit of business—only in pursuit of his business. What is wanted is the best piece of writing on a subject with which many very bright men are thoroughly familiar. What are most distinctly not wanted are "high ball car" gossip, love adventures or dialect stories. Cigar leaf travelers who may desire to compete for the prize here offered will be kind enough to forward their communications on or before April 15, 1903. The prize description will be published as soon thereafter as convenient. Descriptions must not be less than 1000 nor more than 1500 words long.

A cash prize of Twenty-five Dollars will be paid for the best answer to the following question: Can Cigar Store Price Cutting be Stopped; if so, How—if not, Why not? Those competing for this prize are required to limit themselves to 3000 words. Competition closes May 20, 1903.

A cash prize of $50 to whomsoever shall give to the publishers of **The Tobacco World** the best account of what kind of reading is most acceptable to the readers of a tobacco trade paper.

The publishers of **The Tobacco World** have been catering to the tobacco trade for over 20 years and with a very large measure of success. Oftener than frequently it is an absorbingly interesting paper. Nevertheless, the publishers of **The Tobacco World** feel that **The Tobacco World,** like everything else that is of human production, is susceptible of improvement. It is for this reason that they offer the cash prizes above mentioned.

What is especially desired in the essays that shall be sent in in response to these offers is a **thoughtful** piece of work. The winning essay will be printed for our own benefit, and no umbrage will be taken if other tobacco trade publishers shall hereafter elect to avail themselves of the suggestions they may find in the essays of the prize winners.

Competition closes June 24, 1903. Address all communications on these subjects to

THE MEDICINE MAN,
Bureau of The Tobacco World.
11 Burling Slip, New York.

To secure both—one year's subscription to **The Tobacco World** and a copy of "The Comic History of Tobacco by Divers Hands" fill out the following, and enclose it with $2.00 to the **Tobacco World Publishing Company, 224 Arch Street, Philadelphia**

Name .....

Street and No. .....

City and State .....



THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

GETTING THE NEWS OF THE INSCRIPTIONS.

A New York leaf merchant commented in my hearing the other day upon the fact that The Tobacco World's news of purchases of Sumatra at the inscriptions in Holland is always the fullest and the most accurate. He asked me if The Tobacco World's information on the subject of the inscriptions were cabled and I answered in the negative. If news gathering in Holland engaged the attention of the same class of men that in the United States give their lives to this pursuit it would be the duty of The Tobacco World and of every other tobacco trade paper published, to have its own representative on the ground in Amsterdam or Rotterdam, instructed to cable at once particulars, of each inscription. It happens to be the fact, however, that news gathering in Holland is not one of the remunerative professions. A Sumatra inscription in Amsterdam or Rotterdam, and particularly in Amsterdam is animated and picturesque. Each inscription could easily afford scope for the pen of an eloquent writer, yet inscriptions come and inscriptions go and the newspapers of Holland give them no attention. As to the tobacco trade papers this is the truth: One of the neighborhood papers in New York city does receive a cable which purports to give the purchases made at each inscription, but these reports, while accurate as far as they go, are always more or less incomplete, and frequently more than less. This is chiefly due to the fact that the man who sends them is not a professional newsgatherer. He is a very estimable gentleman, himself a large buyer of Sumatra tobacco, and the information which he cables over has been honestly gotten together by himself and as honestly published by the paper which he represents. It is never complete, as is made plain every time one of his cables is published, by the fact that immediately following it are usually to be found further details gathered in New York.

There is no reason whatever for cabled reports of the inscriptions. All that is needed is a professional newsgatherer in New York with sufficient physical energy to call on every importer with the object of collecting the news. The list of such importers is short enough: E. Rosenwald & Bro., Rothschild & Bro.. L. Schmid & Co., A. Cohn & Co., H. Duys & Co., F. & E. Cranz, Pretzfeld & Co., G. Falk & Bro., S. Rossin & Sons, Joseph Hirsch & Son., E. Spingarn & Co., M. F. Schneider, Leonard Friedman & Co., Hinsdale Smith & Co , Lichtenstein Bros., Sutter Bros., S. Ashner, L. Goldschmidt, Simon Auerbach & Co., John H. Goetze. There, I think that is the complete list. Every inscription day these houses, or most of them, receive their own cables as to the day's transactions in Amsterdam or Rotterdam. Some houses receive earlier cables than others, but between 11 a. m., and 4 p. m., all the cables are in, and the information they contain is at the service of the reporters. They can get it if they will only go after it. But it is not every reporter who is fond of using his legs. Some of them get tired and do not call a second time on a house which on the first call is not able to exhibit its cable. But the reporters earning wages on The Tobacco World understand very clearly that it is their legs they are paid for using. Brains may be bought any day and are much cheaper.

The foregoing observations remind me of a letter I received during the inscription season of 1902. The writer, who was rather censorious, hinted that the New York Sumatra importers usually exaggerated the amount of their purchases. It is quite possible that some of them do and I opine no one will censure them for doing so who has any sympathy whatever with a merchant who seizes a chance to get a little free advertising. Nevertheless, I am prepared to certify that in the main there is not on the face of the earth a more truthful lot of merchants than these same Sumatra importers of New York. They may occasionally overstate the quantity of a particular purchase. That is sometimes good generalship. But, on the other hand they never lie about the undermark they have purchased. That is good morals. In an experience of nearly twenty years I have never known a Sumatra importer to tell a reporter a lie on this subject.

The legs of the reporters employed in New York by The Tobacco World are in first-class condition. Wherefore, if you want accurate and complete news on the subject of the inscriptions, read The Tobacco World.

***

THE "EXTRAVAGANCE" OF SMOKING.

Schoharie, N. Y., April 11, 1903.

Dear Medicine Man:

At breakfast the other morning my mother-in-law, who is really a very sweet old lady, read out with great glee the statement attributed to the late Gustavus F. Swift, of Chicago, to the effect that no young man, no matter how rich he might be, could afford to smoke 25 cent cigars habitually. Twenty-five cent cigars happen to be my own pet extravagance. I smoke three of them a day, and as I happen to be rather a wealthy man this expenditure seems to me to do no harm. My mother-in-law, who is both well-to-do and well preserved, and who is moreover fond of dress and carriages and the theatre and jewelry, nevertheless affects to believe that my indulgence in expensive cigars will bring us all to the poorhouse. Please tell me how I shall answer her. FUMICUSS.

ANSWER.

I suggest that you read to your mother-in-law the following from the pen of Philip Gilbert Hamerton:

"The reader has, I daresay amongst his acquaintances ladies, who on hearing any habitual cigar smoker spoken of, are always ready to exclaim against the enormity of such an expensive and useless indulgence; and the cost of tobacco-smoking is generally cited by its enemies as one of the strongest reasons for its general discontinuance. One would imagine, to hear people talk, that smoking was the only selfish indulgence in the world. When people argue in this strain, I immediately assume the offensive. I roll back the tide of war right into the enemy's intrenched camp of comfortable customs; I attack the expensive and unnecessary indulgences of ladies and gentlemen who do not smoke. I take cigar-smoking of, say half-a-crown a day, and pipe smoking three-pence. I then compare the cost of these indulgences not a whit more necessary, which no one ever questions a man's right to, if he can pay for them.

"There is luxurious eating, for instance. A woman who has got the habit of delicate eating, will easily consume dainties to the amount of half-a crown a day, which cannot possibly do her any good beyond the mere gratification of the palate. And there is the luxury of carriage keeping in many instances very detrimental to the health of women, by entirely depriving them of the use of their legs. Now, you cannot keep a carriage agoing quite as cheaply as a pipe. Many a fine meerschaum keeps up its cheerful fire on a shilling a week.

"I am not advocating a sumptuary law to put down carriages and cooking; I desire only to say that people who indulge in these expensive and wholly superfluous luxuries, have no right to be so very hard on smokers for their indulgence.

"Then there is wine. Nearly every gentleman who drinks good wine at all, will drink the value of half-a-crown a day. The ladies do not blame him for this. Half-a-dozen glasses of good wine are not thought an extravagance in any man of fair means, but women exclaim when a man spends the same amount in smoking cigars.

"The French habit of coffee-drinking, and the English habit of tea-drinking are also cases in point. They are also quite as expensive as ordinary tobacco-smoking; and, like it, defensible only on the ground of the pleasurable sensation they communicate to the nervous system. But these habits are so universal that no one thinks of attacking them, unless now and then some persecuted smoker in self-defense. Tea and tobacco are alike sedative, delicious, and—deleterious. The two indulgences will, perhaps, be come equally necessary to the English world. It is high treason to the English national feeling to say a word against tea, which is now so universally recognized as a national beverage, that people forget that it comes from China, and is both alien and heathen. Still, I mean no offence when I put tea in the same category with tobacco. Now who thinks of lecturing us on the costliness of tea? And yet it is a mere superfluity. The habit of taking it as we do is unknown across the channel, and was quite unknown amongst ourselves a very little time ago, when English people were no less proud of themselves and their customs than they are now; and, perhaps, with equally good reason.

"A friend of mine tells me that he smokes every day at a cost of about sixpence a week. Now, I should like to know in what other way so much enjoyment is to be bought for sixpence. Fancy the satisfaction of spending sixpence a week in wine! It is well enough to preach about the selfishness of this expenditure; but we all spend money selfishly, and we all love pleasure; and I should very much like to see that cynic whose pleasures cost less than sixpence a week.

"It is needless to allude to field sports and luxurious dress, whose enormous cost bears no more proportion to the cost of smoking, than Chateau Margot to small beer, or turtle soup to Scotch broth.

"Besides, tobacco is good for the wits, and makes us moralise. All the above sagacious observations came out of a single pipe of tobacco; and the cleverest parts of many clever books and review articles are all tobacco."

***

A TOBACCO QUOTATION FROM THE BIBLE.

Brooklyn, N. Y., April 13, 1903.

Dear Medicine Man:

Of course I know that tobacco is not mentioned in the Bible. Nevertheless I ask you for a quotation from the Bible that will fit a smoker to be given by our church. Can you fit us out?

PRESBYTERIAN.

ANSWER.

"Raise up for them a plant of renown." This is from the 34th chapter of Ezekiel.

***

THE WAIL OF THE CABBAGE.

St. Louis, Mo., April 10, 1903.

Dear Medicine Man:

During the American-Spanish war I read somewhere some verses bewailing the fact that we would no longer get cigars from Havana. If you can place those verses will you kindly reprint them?

CHARLES BRANDEWICDE.

ANSWER.

The verses for which you ask were written by E. L. Aultman. He entitled them The Wail of the Cabbage. They are as follows:

Mercy on me! shades of Grover!
Will my troubles ne'er be over?
I am tired of wearing labels not my own;
Ere this cruel war's beginning,
I was never forced to sinning,
But content to mix with pork and beans alone.

Now I'm used to pad a "Killer"
And as "straight Havana filler,"
You will find me in a fancy colored box;
While your mild "perfectos" savor
Of my own peculiar flavor,
Even though indorsed the choice of Della Fox.

There are "mixtures" sworn exotic,
Sleep inducing, mild, narcotic,
Tempting you with fragrance rare beyond a doubt;
But when o'er your pipe you're dreaming,
Comes an essence of the steaming,
Piercing, unctuous odor of old sauerkraut.

Dewey, Sampson, Wheeler, Shafter,
Hurry, grab the land you're after,
Let the plains of Cuba yield again the weed;
I am tired of this transition,
Rather have my old position,
Where the free lunch grabber takes his daily feed.

THE MEDICINE MAN.

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

L. G. Haeussermann & Sons
Importers, Packers and Dealers in
LEAF TOBACCO
23 North Third Street, PHILADELPHIA.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Retail Department is strictly up to date.

Superior Grades of
Sumatra, Havana and Domestic Tobacco
B. Liberman
242 North Third Street, Philadelphia

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA
Long Distance Telephone, 4048 A.

J. L. & M. F. GREENE, PACKERS OF LEAF TOBACCO
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
TELEPHONE WIS. STORAGE CAPACITY 10,000 CASES
Reading, Pa.

A Popular Leader for Many Years.



MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

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Manufacturer of the
SPORTY BOY 5c Cigar
POPULAR EVERYWHERE
531 Wharton St. PHILADELPHIA



E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

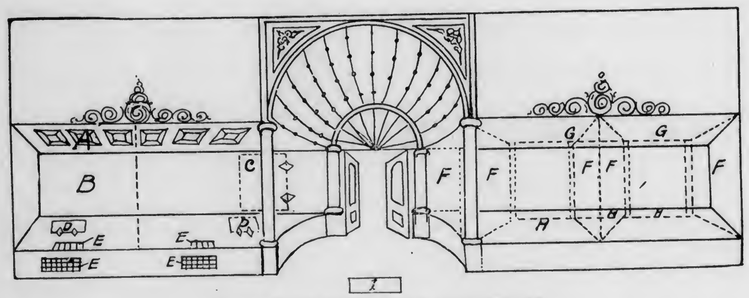
L. P. Kimmig & Co. IMPORTERS OF SUMATRA AND HAVANA AND PACKERS OF DOMESTIC LEAF Tobaccos
153 North Third St., Philadelphia. Warehouses { LANCASTER, PA. JERSEY SHORE, PA.

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, 171 Water St., New York

THE REALM OF THE RETAILERS

Another Cigar Store Front Design.

ANOTHER artistic design for a cigar store front is herewith given for the benefit of Tobacco World readers. In this design considerable attention has been given to effective display windows bo the architect. The entrance doors, it will be noticed, too, are conveniently arranged and about the doors and windows provision is made for beautiful and effective glass windows. The cost of such a store front can be little or great, according to the taste and purse of the owner. Beautiful cigar store fronts attract trade and unquestionably pay handsomely on the investment. The interior arrangement of the window as shown on this page is as follows: A, white and gold paneled ceiling; B, background of window proper; C, door opening either into vestibule or large window; D, trap-door in floor of window; EE, ventilators; F, mirrors; G, mirrors in top of window; H, mirrors in the rear.



DESIGN FOR MODERN CIGAR STORE FRONT.

* * *

Mrs. Vanderbilt Sells Cigars.

When a Vanderbilt goes into the tea and cigarette business it would seem as though the fact should interest retail cigar dealers all over the country. And here is the interesting bit of news: Mrs. Jacob H. Vanderbilt last week opened a shop on Fifth avenue, New York, for the sale of tea, cigars and novelties. Mrs. Vanderbilt was married in 1886 to Jacob H. Vanderbilt, Jr., a cousin several times removed of William K. Vanderbilt. In 1896 she obtained a divorce. Speaking of her new venture Mrs. Vanderbilt said:

"I don't know what will be thought of my starting in business, but other women are making a success in similar undertakings and why shouldn't I?"

One of Mrs. Vanderbilt's ideas is a tea room in which she will brew and pour a special brand of Ceylon tea for customers. She will also sell cigars and cigarettes suitable for serving at dinner parties.

* * *

Why Not the Sparkling Soda?

Many retail cigar dealers in various cities of the United States are seriously contemplating adding a soda fountain to their stores during the coming summer. They claim that it is as fair for them to sell soda water as it is for druggists and grocers to sell cigars and that a soda fountain would probably materially aid them to add to their income. While to some the idea may be unique if not distasteful, a number of retailers who have tried the experiment report that it was a successful venture. The handling of newspapers and confectionery has long been carried on by many small dealers in conjunction with their cigar and tobacco trade and has satisfactorily added to their income. Why should they not add the soda water fountain?

* * *

Suggestions on Advertising.

One of the largest advertising agencies in the Quaker City has for its motto: "Keeping everlastingly at it brings success." The motto, of course, contains advice anent persistent advertising and is unquestionably truthful as many merchants will testify who have had the experience.

The retail cigar dealer, to reap benefits from advertising, need not expend a large sum of money if he goes into an advertising campaign sensibly and carefully. He should, of course, use a tobacco trade journal to exploit the sales of his cigars and tobaccos. Especially is this true if he be a manufacturer or if he is having a brand of cigars made up under his name. To attain popularity a cigar must be given publicity. Its name must be made familiar to the consumer and its merits fully set forth.

To go at advertising carefully and sensibly it may be well for the retail cigar dealer to secure the aid of one with a knowledge of advertising to plan his campaign and write his advertisements. It will pay in the long run. And yet, if the retailer chooses to write his own advertisements, the following advice, suggested by an advertising writer of experience, may prove helpful:

What can a dealer advertiser be thinking of when he loads his space down with outlandish claims or language that is studiously contrived to muddle a reader?

The man who reads an advertisement doesn't easily and instantly grasp.

He isn't going to study out anybody's advertisement.

What he wants is short, plain, common words.

That's his tongue.

What's the sense of talking gibberish to him?

What matters the language used so long as it does the business?

* * *

Window Cards.

The use of window cards and placards for goods inside the store are a decided help to any dealer's local paper advertising.

Anybody knows that the more a dealer keeps himself in the minds of his people the stronger he will make himself in their regard.

Show cards cost nothing but a few minutes' time, a few minutes' thought, a marking brush or stencil, and a few dabs of paint or blacking.

With this outfit a dealer may concoct all kinds of cards for his windows, so that the passers-by may read his story when they have little else to occupy their minds.

Take it home to yourself. When you pass along the street with your mind wide open, as it were, are you not ready for most anything new or curious or striking?

When you chance to see a card in a window of some store don't you usually put yourself out to stop and read it?

To tell the truth, won't a strange card in somebody's window draw you clear across the street of your city so that you may satisfy your inquisitiveness?

Folks in the street are particularly susceptible to such things, because folks in the street (unless particularly bent on some object and in a hurry) are ready to grasp with open arms anything out of the ordinary that appears.

Window cards are not, as a rule, overdone and are excellent reminders.—Trade.

* * *

Hints to Smokers.

We have heard of worse hints to smokers than the following, which we take from a New York contemporary. The hints, it says, "are founded upon professional observations for many years of the mouth, teeth, stomach, lungs, heart, and skin of the devotees of tobacco. The first and foremost rule is never to smoke before breakfast, nor, as a rule, when the stomach is empty. Never smoke during any exertion of great physical energy, as dancing, running, cycling, mountain climbing, or rowing, and especially if in a contest. Never follow the bad custom of the French and the Russians' by allowing the smoke to pass through the nose; never inhale it through the nose. Keep the smoke as far as possible from the eyes and nose; the longer the pipe the better; the use of a short pipe during work is to be avoided. A pipe is the most wholesome form of smoking. Always throw away your cigar as soon as you have smoked four-fifths of it. The smoker should rinse his mouth with a glass of water in which a teaspoonful of table salt has been dissolved. It should be taken as a gargle at night, and care should be taken that every cavity in the teeth is well washed with it."

The Origin of the Use of Licorice in Tobacco.

The idea of curing tobacco with licorice was first conceived by Spanish sailors. The sailors had made repeated attempts to bring tobacco across the ocean, but they found that the salty atmosphere, to a certain extent, spoiled it. Finally the idea was conceived of sprinkling the tobacco with licorice water, and they found this kept it sweet and fresh. Their plans became known to a man named Cavendish, at Norfolk, Va., and this man was the first to make licorice cured tobacco in the United States. This tobacco was universally known as navy tobacco, and from that time it has been so called. As it is now nearly all of the factories manufacture navy tobacco.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." Habana, Cuba.

TRADE MATTERS IN CUBA LIBRE.

Havana Business Slightly Curtailed—Buyers a Little Scarce—1903 Crop Coming Along Slowly—Some News of the Trust—Arrivals, Departures, Personals, Etc.

HAVANA, April 6, 1903.

Business in Havana has been curtailed during the week ending April 6. There were two causes, the absence of fresh buyers from the United States and the higher prices asked by holders for reduced stock of desirable goods on hand. Several large dealers here have shown a disposition to acquire the latter at the former market figures, thus demonstrating their belief in the failure of the coming Remedios crop; but as the original consignees are also fully convinced of the sound and strong position of this article, no sales to speak of have taken place. The Havana factories remain in the market picking up here and there a vega of the 1902 growth which formerly had been neglected. They also acquire the "libra de pie" of the new crop at fair prices, whenever offered for sale. Owing to dry weather in the country the escojidas cannot yet work with full forces and the receipts of new tobacco must remain limited for some time to come. Sales figure up 3,400 bales in all, or 1900 Remedios, 1,400 Vuelta Abajo and 100 bales of Partido, of which the United States took 1,700, Havana cigar and cigarette manufacturers 1,000, and Europe 700 bales.

The 1903 Crop.

The absence of the necessary "blandura"—humidity in the atmosphere—has stopped operations more or less all over the country and only in isolated cases have a few escojidas had enough tobacco in the pilon to begin packing, while most of them are forced to wait for a change in the weather. After all, the largest part of the crop may not be any earlier this year. News from the Vuelta Abajo is still uncertain, some people claiming that the leaf this year is far superior to the 1902 growth, so far as the clear Havana industry is concerned; others express some doubt and will not speak so optimistically until after the tobacco has undergone the first sweat in the piles. Heavy quality fillers may be scarce in the 1903 crop, and light, clean colored wrappers will in all probability not be abundant. The Partido growth, generally speaking, is said to be shorter in quantity and less desirable for wrapping purposes, owing to numerous "manchas." Fillers, as a rule, may be too flimsy and without any aroma. Of course a small part of the crop, principally the temprano cut (before the January rains set in) is said to be excellent and superior to last year's leaf. The Remedios crop, or at least the greater part of it, is still condemned as unfit for the United States market and whether the washed leaf will produce any appreciable quantity of light wrappers is an unsolved problem.

Arrivals.

M. Haas, of Haas Bros., Cincinnati, O., and B. J. Krausman, of Havemeyer & Vigelius, New York.

Departures.

Wm. J. Hooker, for Minneapolis, Minn.; J. Spector and H. B. Franklin, for Chicago, Ill.; P. F. Young, for Philadelphia; Frank J. Davenport, for Boston, Mass.; M. Haas, for Cincinnati, O., and Stephen G. Ruth, for New York.

Beginning of Hostilities by the Trust.

As stated in a previous report the Trust (the Havana Commercial Co., H. de Cabanas y Carbajal, Henry Clay and Bock & Co., Ltd, and the J. S. Murias factory) has refused to execute any orders for Germany since the 1st inst. In addition, the Havana Commercial Co. and the J. S. Murias factory issued circulars (dated March 27 and 28) naming the Havana Tobacco Co., of New York, as the sole distributers for the United States and Canada and declaring all discounts off upon their brands. The Henry Clay and Bock & Co., Ltd., and the H. de Cabanas y Carbajal did not join or issue a separate circular, but as they have not given any discounts for a long time back, perhaps it was thought unnecessary to do so. The trade understands that the Havana Tobacco Co. is also the sole distributer of their cigars for the United States and Canada.

While the commission houses here are not enjoined from having any orders executed by the Trust, it is plain to be seen that it would be only a short time before the importers in the United States and Canada would feel the weight of the above circulars, for they would have to compete with the Havana Tobacco Co. in the North—getting no discounts and paying a small commission besides to the exporters here—while the Havana Tobacco Co. might be able to allow a discount to the large jobbers and retailers affiliated with it. The question now is: whether the Trust can kill off not alone the commission houses here but also the numerous importers of Havana cigars in England, the United States, Canada and Germany, or whether the independent manufacturers here can make enough of a showing to give a living to all the interested parties and find a sufficient market for their cigars by the smoking public? The Trust, in trying to obtain a monopoly of the Havana cigar industry, has a vast undertaking before it. It must not only ward off all competition by either buying outright all the opposition now existing, or by crushing the life blood out of its competitors; but to stop new factories from springing up it must become the owner of all the available tobacco lands which produce the choice leaf used in the manufacture of clear Havana cigars. Although with all of its immense power of unlimited capital (so far) at its back, it seems that there must be a limit somewhere and a way will be found to prevent this culminating blow of placing the last block upon the new pyramid of the 20th century. The owners of tobacco lands are not so easily approachable as the owners of sugar estates, and while some tracts might be

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS
AMAT VICTORIA CURAM
SOL and LUIS MARX
LUIS MARX HABANA
Gervasio 144-146, Havana.

JOHN W. MERRIAM & CO.
MAKERS OF
PURE HABANA SEGARS
"At the SIGN of the BULL DOG"
Maiden Lane and Water St.
New York.
Baron DeKalb, Bull Dog,
Henry Irving, Roycroft Segars.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—Telltale.

Jose Santalla y Ca.
Almacenistas de Tabaco en Rama
Amistad 94, y San Jose 1,
CABLE: TALLASAN. **Habana.**

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, ***HAVANA, CUBA.***
P. O. Box 431. *Cable: "Suarco."*

Walter Himml,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, **Havana, Cuba.**
P. O. Box 397. Cable: Himml.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

Manuel Menendez Parra,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

S. Jorge Y. P. Castaneda
JORGE & P. CASTANEDA
GROWERS, PACKERS and EXPORTERS of
Havana Leaf Tobacco
Dragones 108--110, *HAVANA*

E. A. KRAUSSMAN,
170 Water Street, ***NEW YORK***
Always has THE RIGHT HAVANA
At the RIGHT PRICES
SEND FOR SAMPLES

Sanchez y Cueto S. en C.
Sucesores de Carriles y Sanchez,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

Cano y Hermano
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

José Menendez,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. **Habana.**
Cable: Zalezgon.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

G. NEUHAUS. F. NEUMANN.
Neuhaus, Neumann & Co.
COMMISSION MERCHANTS
SHIPPERS OF
LEAF TOBACCO and CIGARS
HAVANA, CUBA.
Office: OBRAPIA 18. P. O. Box 28. Telegrams: Unicum.

Sobrinos de A. Gonzalez
Leaf Tobacco Merchants
Principe Alfonso 116 y 118
Cable: "Antero." **Habana.**

LIBERMAN'S LATEST SUCTION MACHINE
Adopted by the Leading Manufacturers.



THE SIMPLEST and most practical tool yet introduced in connection with cigar making. The only machine that actually *Cuts* the Leaf *without Streaking* it, and affords the operator a *Full Swing of the Arm* over its smooth rigged surface to *Roll* the cigar with the *Full Palm of the Hand.*

Write for circular

THE LIBERMAN MANUFACTURING COMPANY
Manufacturers of Cigar Making Machinery,
223-5-7 S. Fifth St., Philadelphia, Pa.

purchasable, others are not. Still, while the American saying might hold true, as to "every man having his price," the latter might be so high as to prove a stumbling block even to the all-powerful Trust, and before such deeds of title could be registered some legislative measures might check any pending operations, ere it would be too late.

So far as England is concerned it is known that the chief importing house of Wm. Klingenstein & Co., of London, has an understanding with the Trust, it being reorganized as a company under the name of Wm. Klingenstein & Co., Ltd., and being capitalized at £600,000, or say £300,000 in shares of preferred stock, upon which a dividend of 5 per cent. per annum is guaranteed, and £300,000 of common stock. Of the board of directors the Trust controls four, owning 51 per cent., and Mr. Klingenstein names three, owning only 49 per cent.

That everything is not smooth sailing for the Trust may be deduced from one instance where a commission merchant here received some orders from England aggregating 500,000 cigars, and of this quantity 494,000 were to be executed by independent factories, while only 6,000 cigars were to be purchased of the Trust goods. Naturally as the latter will not execute this order for England, the commission house in question loses its commission upon 6,000 cigars. In explanation of this it may be said that this house has seen the trend of measures coming and has advised all of its friends to send only orders for the goods of the independent factories.

The independent cigar manufacturers here are not dismayed by the actions of the Trust, and as they are all busy notwithstanding the fact that the dull period of the year is upon us, it is to be hoped that the connoisseurs of Havana cigars all over the world will continue to appreciate the excellence of their products.

Doings of Havana Houses and of Buyers.

H. Upmann & Co. have executed orders for 1,300,000 cigars during the last fortnight, and have also purchased and shipped 500 bales of Vuelta Abajo and Remedios tobacco for their particular friends in the United States and Germany.

Bruno Diaz & Co. have sold 500 bales of Vuelta Abajo and Remedios to city factories and Northern buyers, in which was included a lot of new "libra de pie" (80 bales) from the Remates district. As their escojidas in Alquizar and also in the Vuelta Abajo are working they are receiving some new Partido and Vuelta Abajo factory vegas weekly.

Leslie Pantin, active as usual, has purchased 1,000 bales of various kinds for his customers.

Juan Diaz Inguanzo has sold 500 bales of tobacco.

The Loeb-Nunez Havana Co. were shippers of 224 bales of different kinds.

Frank J. Davenport purchased 500 of the best first capaduras of Remedios to be had in the market, for his Boston firm.

Puente y Cueto disposed of 500 bales of first and second capaduras of Remedios.

J. Spector acquired some 500 bales of Vuelta Abaja factory fillers.

Sanchez & Cueto sold 300 bales of Vuelta Abajo to local factories.

Leonard Friedman & Co. have many orders for first and second capaduras of Remedios. Their friends have evidently come to the conclusion that these grades will be scarcer and higher next season, and to supply these wants the firm has purchased lately in the country and in this market. This house still has some very fine Vuelta Abajo factory vegas for sale, although it would surprise nobody to hear of their being sold before long, for the local manufacturers are scouring the market for all desirable goods.

Manuel Menendez Parra disposed of 300 bales of Remedios.

Sidney Goldberg, after having purchased some of the finest Tumbadero vegas for their escojida in Alquizar during his recent trip to the Partidos, started Saturday last for the Vuelta Arriba district to acquaint himself of the actual condition of the new crop, and to secure some of the goods of the 1902 crop, provided they can be had at the right prices.

Garcia & Co. were sellers of 300 bales of Remedios and Vuelta Abajo.

Aixala & Co. cleared out some 150 bales of old and new Vuelta Abajo and Partido tobacco.

Arrivals of Tobacco from the Country.

	Week Ending April 4. Bales	Since Jan. 1. Bales
Vuelta Abajo	258	10,084
Semi Vuelta	9	196
Partidos	105	1,178
Matanzas		15
S. Clara & Remedios	1,464	24,222
Santiago de Cuba	150	809
Total	1,986	36,504

TO HEAD OFF THE U. C. S. Co.

Up in Springfield, Mass., and also in Worcester, the proprietor of Green's drug stores in both those cities is selling all locally popular brands of cigars at prices greatly below what he pays for them. Thus he sells Traiser & Co's. Pippins, which costs him $34 a thousand for 2 cents. Barnett's B. B., and J. Whitcomb & Sons, Winthrope, both very popular 10 cent brands, he sells at 5 cents, which is from 1 to 1½ cents less than he pays for them.

Mr. Green's object in this cutting prices is said to be to prevent the United Cigar Stores Company from opening stores in Springfield and Worcester.

T. C. WILLIAM'S TOBACCO CO. ABSORBED.

The T. C. Williams Tobacco Co. of Richmond, Va., which is said to be the largest independent concern in the South, is to pass into the possession of the British-American Tobacco Company. It is understood that $4,000,000 represents the purchase price.

T. C. Williams, Jr., Vice-President, said on April 10: "Negotiations for the sale of the plant to the British-American have been pending for several days. We submitted a statement of our assets, and an examination of our books is now being made, and upon verification of that statement the plant will be sold. The sale will be absolute, the British-American purchasing all the stock."

The Williams Company was established sixty years ago by the late James Thomas, father-in-law of the late Dr. J. L. M. Curry, Minister to Spain and agent of the Peabody fund.

REMOVAL NOTICE.

Our present quarters having become entirely inadequate, we will remove on the 15th of April to the Spacious Building

Cor. of 130th Street and Park Avenue.

Our New Plant will be *Equipped with the Latest Modern and Improved Machinery,* which will enable us to take prompt care of all orders, regardless of size or kind.

LOUIS E. NEUMAN & CO.

Cigar Labels and General Lithography.

THE INSCRIPTION OF APRIL 8.

Following are the purchases of New York importers at the inscription in Amsterdam on April 8:

E. Rosenwald & Bro., 250 bales, L P C D M and St. Cyr Deli.

A. Cohn & Co., 400 bales SM Sumatra, Senembah B K and Deli My L.

Rothschild & Bro., 620 bales Deli My N O, W & V S Deli Lankat and other marks.

Sutter Bros., 350 bales N A T M K and M and K Lankat.

H. Duys & Co., 190 bales Deli My P, 140 bales Amst. Deli Co. J H and 150 bales of other marks.

G. Falk & Bro., 459 bales of various marks.

Jos. Hirsch & Son, 128 bales Paya Jambu, 116 bales Sakoeda Lankat and 310 bales of other marks.

M. F. Schneider 75 bales of various marks.

Leonard Friedman & Co., 160 bales of Franco Deli and other marks.

Hinsdale Smith & Co., 25 bales.

Lichtenstein Bros. 50 bales.

S. Rossin & Sons, 85 bales Deli Ba. My. T H.

The American Cigar Co. secured 265 bales. This is the Company's first purchase at the inscriptions of 1903.

F. & E. Cranz purchased 255 bales of various marks. At the inscription in Rotterdam on April 1, this firm purchased 100 bales, mention of which was by inadvertence omitted from The Tobacco World of last week.

BIG YIELDING SUMATRA.

H. Duys & Co. have ascertained by an actual test that 1½ pounds of their J H M Deli Sumatra will wrap 1,000 cigars. This is an enormous yield.

DIFFERENT CIGARETTE LAWS.

As already noted in The Tobacco World Governor Pennypacker signed the anti-cigarette law passed by the State Legislature last week. Odd to say, at about the same time Governor Murphy, of New Jersey, vetoed a similar law passed by the Assembly of that State. And more odd still is the anti-cigarette law passed by the Utah Legislature. Instead of punishing anyone for selling cigarettes, etc., to minors, the Utah law provides a penalty of $5 fine or five days imprisonment upon anyone under 18 years of age who smokes cigarettes or who has them or tobacco in his possession. Commenting upon this Utah law one large cigarette manufacturer said: "That's the kind of law I'd like to see here in Pennsylvania. To strike at the dealer is to make a miscue. Strike at the youths who use them—who, as it is now, try in every unfair way to secure the coveted tobacco—strike at the real culprit, and you will soon settle the cigarette smoking by minors question. So faras we manufacturers are concerned we do not want boys to smoke cigarettes, and do not encourage, but discourage them. Cigarettes, rightly used, are no more harmful than tea, coffee, beer or a dozen other things that humanity indulges in to make life more cheerful and bearable."

—The Legislature of the Island of Jersey, on April 9, passed the third reading of the bill imposing a duty of 18 cents per pound on leaf tobacco, 16 cents on manufactured tobacco, and 25 cents on cigars.

CONDITIONS IN LANCASTER.

Relations of Farmers and Packers—Fatal Accident in a Factory—Atlantic City Delegates Chosen.

Lancaster, Pa., April 13, 1903.

The most notable feature of the local tobacco market is the continued dullness; frequent sales of the 1902 crop which had been force-sweated are reported, but information concerning the prices made is not made public.

There is apparently no end to the trials and tribulations of the packer, who in his endeavors to educate the farmer, as to the handling of his crops, and the condition they should be brought to the warehouses, finds that Mr. Farmer thinks he has graduated from the school of "tobacco delivery" and will accept naught but the fulfilment of his contract. The difficulties experienced early in the season, by the packers, relative to the damaged condition of the crops continue to make themselves felt. M. K. Strebig, of Washington borough, has brought suit against C. W. Bitner, of this city, to recover $721.96. The plaintiff contracted to sell the defendant his tobacco crop, and delivered it to Mr. Bitner's warehouse. A difference arose between the parties, as Mr. Bitner insisted on docking the plaintiff for not keeping the terms of the contract, which he alleges Mr. Strebig broke. Suit is now entered to recover for the entire amount.

Harry Witmer, of Mountville, was killed about five o'clock on Wednesday afternoon, while at work in Sutter Bros.' leaf tobacco warehouse, at Mountville. Filled cases of tobacco, weighing 350 pounds, were being hoisted from the basement to the third floor, and Witmer was in charge of this work. Two grip hooks, or claws, are attached to the rope used in raising the cases, and one of these slipped when the case was at the third story. The case dropped to the basement, 30 feet below. The unfortunate young man was struck on the head, and dropped to the floor with one side of his skull crushed in like an eggshell and his collar bone broken. Fellow workmen rushed to his assistance and Dr. S. B. Koser, of Mountville, was hastily summoned, but death followed in about fifteen minutes. The victim became unconscious as soon as hit, and died in that condition. His father, employed at Kready's warehouse, nearby, was with him when he died. After death the body was taken home.

At the warehouse of G. Falk & Bro., on North Market street, the work of assorting, sizing and shading the tobacco, prior to packing in cases, is being pushed forward both day and night. Mr. Jesse M. Falk, a representative of the firm has been in Lancaster the past ten days superintending the work. The shading of tobacco is a new departure in this section.

The Lancaster Leaf Tobacco Board of Trade, at a meeting on Saturday afternoon, elected the following delegates to the National Leaf Tobacco Association's convention, to be held at Atlantic City, commencing May 4th: I. H. Weaver, Jos. Goldberg and Capt. J. R. Bricker.

Jake Greenewald, representing the Loeb-Nunez Havana Company, Philadelphia, Pa. and Ed. Lichtenberg, of the firm of I. Lichtenberg's Sons, New York, were in town calling on the trade.

John G. Mumma, formerly manager of the Central Cigar Company, at Lititz and who recently started a union factory on his own account, is now quite busy, having received some very flattering orders. He has one of the best equipped factories in Lititz.

COUNTY GROWERS IN SESSION.

The Lancaster County Tobacco Growers' Society met on Monday afternoon in Grand Army Hall with a small attendance of members. President B. Ezra Herr submitted to the meeting a communication he received requesting the tobacco farmers to become members of the American Tobacco Growers, a corporation with a capital stock of $5,000,000, divided into $5 shares. The object of this association is to prevent the tobacco trust from getting all the choice tobacco from farmers.

The project was discussed by Messrs. Herr, Greider, Bricker and Diffenderffer, and the opinion expressed was that the proposed corporation would make but little headway.

The reports presented as to the acreage for 1903 were conflicting. In some sections there will be an increased acreage because of the remunerative prices of last year, and in others there will be a decreased acreage because of scarcity of labor. Many men who worked on farms a year ago are now working on railroad improvements in this county.



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ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

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Importers of
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Exclusively
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Almacenes de San Ambrosio, Havana, Cuba

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Importers & Packers of Leaf Tobacco
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IMPORTERS AND PACKERS OF LEAF TOBACCO
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IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

G. Falk & Bro. Importers of Sumatra and Havana and Packers of American Tobacco, **171 Water St., New York**



BUREAU OF THE TOBACCO WORLD, 11 BURLING SLIP.

New York business men in every line are asking one another why money is tight this spring, and no one seems able to give an adequate explanation. The country is prosperous, business people are not uneasy or apprehensive of the future, and yet money is tight. Your correspondent has talked with a number of bankers on this subject and they appear to be as much in the dark as everybody else. Things are as they are, they say, and when they change they will change, and that's as much as the bankers will say.

Leaf tobacco merchants in this city say that the stringency is showing itself chiefly in the lack of new purchases. Cigar factories are busy and tobacco is going into consumption very steadily but a great deal of that which is being moved from the warehouses to the factories is tobacco which has been bought and paid for but which was left with the sellers until it should be needed.

Present conditions as to money cannot last, simply because there is no reason for their existence, and it is predicted that tobacco will be bought freely again even before these words see the light in print.

***

E. A. Kraussman, the well-known Havana importer, left on April 9, for a visit to his trade in the East.

***

William B. Ellis, a publisher living at the Hotel Albert, but, prior to 1898, for many years a prosperous cigar jobber in Winston-Salem, N. C., was committed to Bellevue hospital on April 7, for examination as to his sanity. He is accused of writing threatening letters to Frank H. Fries, ex-president of the Roanoke Southern Railroad.

For several years after coming to New York in 1898, Mr. Ellis had offices with M. Foster & Co., 1059 61 Third Avenue.

***

S. Jaskulek, of Cleveland, O., after making a number of leaf purchases in this market through the aid of Normie Salomon, left for home on April 8.

By the way Charles Salomon has sold his fast mare, Hattie Gothard, to Tom Sharkey, the prize fighter, for $650.

***

Norman Lobenstein is packing the new Connecticut extensively at Windsor.

***

E. S. Edwards, special representative in the South for the Continental Tobacco Co., left on April 10 for a visit to his regular territory.

***

The Havana Cigar Manufacturers' Association, of the United States has been incorporated. The directors are Simon Batt, Richard A. Bachia, John W. Merriam, Edward A. Kline, Edward Wodiska, Matthew W. Berriman, M. Rodriguez, and J. Pands. The incorporation papers were drawn by Wise & Lichtenstein.

The corporation has been created "for the purpose of fostering trade and commerce in Havana cigars and the interests of those engaged in the trade or business of manufacturing and selling Havana cigars; to reform abuses relative thereto; to secure freedom from unjust or unlawful exactions, to diffuse accurate and reliable information as to the said Havana cigar trade, and to procure uniformity and certainty in the customs and usages of such Havana cigar trade and the commerce therein; to settle differences between its members, and to promote a more enlarged and friendly intercourse among the persons, firms or corporations engaged in the manufacturing of or dealing in Havana cigars."

***

Julius Lichtenstein, of Lichtenstein Bros., leaves for Europe on the Ryndam on April 25, to attend the inscriptions in Holland.

***

John H. Goetze sailed for Europe on the Kaiser Wilhelm der Gross on April 7. He goes to buy Sumatra tobacco in Holland.

***

E. Regensburg & Sons have incorporated their business under the old firm name, with a capital of $100,000. The incorporators are E. Regensburg and his three sons, Mortimer, Isaac and Jerome.

***

Theodore Beckhardt, M. Oppenheimer's brisk traveler, returned on April 9 from a month's roundup of his Eastern territory.

***

The Englander Tobacco Company, of 25 Howard street, has been incorporated with a capitalization of $20,000 to manufacture Egyptian cigarettes.

***

The Flatiron Building received its baptism of fire on the afternoon of April 10, when the twenty foot extension at the very point of the building, known as the "cowcatcher" was destroyed, and the United Cigar Store Co's. elaborate Easter display literally vanished in a cloud of smoke and flame.

The fire took place at an hour when that most busy of all corners of the metropolis was swarming with Easter shoppers, and a great crowd collected as the cry was raised, "the Flatiron is scorching!"

The fire itself was quickly subdued once the firemen got started upon it, but within its limitations it did its work of destruction thoroughly. It required only a few moments to effect a damage of $5,000 and undid work that had taken the decorators many days to accomplish.

The United Cigar Stores Company occupies a large part of the ground floor of the building, and the extension, or "cowcatcher," was reserved for special exhibits. It was fitted in specially grained carved mahogany, and mounted in brass. More than 20,000 artificial Easter lilies were used in the dressing of the interior, and many hundreds of electric lights shed a glow upon flowers and statuary. Around and about this decoration were banked many thousands of packages of Mogul cigarettes. In the center of the whole was an enormous revolving Easter egg on the inside of which were five rabbits.

A big crowd was outside the big plate-glass windows looking at the display shortly after noon, when there was a flash of flame. In an instant the interior of the show window was ablaze. The crowd fell back, but not too soon, for a moment later the four great sheets of glass burst outward as if from the force of an explosion and up and about the prow of the "Flatiron" there floated an enormous cloud of cigarette smoke.

Within a few minutes the firemen had accomplished their work and then the "cowcatcher" was a mass of half-burned cigarettes, smoking mahogany, shattered glass, and twisted ornaments. In the great egg were found the dead bodies of the five rabbits, who perished in their gilded prison. The blaze was attributed to defective insulation of electric wires.

***

M. Grossman has sold his three cigar stores, located respectively at 1116, 1244 and 1386 Third avenue, to the United Cigar Stores Company.

Cigar Manufacturers, Attention!

The officers of the National Leaf Tobacco Association desire the cigar manufacturers of the United States to understand that they will be welcome at the annual convention of the Association, which is to be held this year at Atlantic City, on May 4 and 5. Many questions which will be discussed at the convention, such as Cuban reciprocity, the trusts, etc., are of as great importance to the cigar manufacturers as to leaf merchants, and the privileges of the floor will be cheerfully extended to cigar manufacturers who may desire to address the convention.

—The Smoke House Cigar Company, at Hutchinson, Kans., has been incorporated with a capital of $5,000.

Monopol Tobaccos.

The American Tobacco Company, under date of April 9, advises its customers that the high-grade smoking tobacco heretofore sold and billed by the Monopol Tobacco Works will, from and after the date mentioned, be sold and billed by the American Tobacco Company. This refers to the high-grade smoking tobaccos manufactured by the American Tobacco Company as well as to the imported English brands of high-grade smoking tobaccos.

I-O-Way Literature.

"The following, which was written by the "editor" of the Shenandoah Ia., Sentinel, gives a fair idea of how much the benighted citizens of that neck o' the woods can stand from a dyspeptic literary freak:

The tobacco business has stirred the tobacco devil. He spits and smokes and kicks and makes his poor slaves do his bidding. He says you can talk about everything else but don't touch me. You can go for whiskey, dancing, card playing and theater going, but please let me alone. We can't do it. He is a dirty, filthy fellow, poisoning the air, befouling the sidewalks, chews his cud in church, makes decent people sick to their stomachs, uses money that ought to go for bread and meat and keep the human family in better shape, unnerves and unfits a man to be at his best in any walk in life. Get converted and get this devil cast out. There are many other evils as bad or worse, but don't excuse any of them. Get rid of them all."

Advance in Old Virginia Cheroots.

The American Tobacco Company advises its customers that on and after May 1 the price of Old Virginia Cheroots, when packed 3 for 5 cents, 250 in box, or 3 for 5 cents, 100 in box, will be advanced 25 cents per 1,000.

All orders given to the Company's salesmen, or mailed to the Company direct, on or before April 30 next, that are accepted by the Company, will be filled at the old prices.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.



Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

ARGÜELLES, LOPEZ & BRO.



Manufacturers of Finest Havana Cigars EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.



UNITED CIGAR Manufacturers

BRANCHES: *Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.*

1014-1020 Second Ave., NEW YORK.

E. M. KELLER,

Manufacturer of High-Grade Havana and Domestic

CIGARS

Private Brands a Specialty. Correspondence solicited

Leading Brands:

Exalted, 5c.; Barrels of Smoke, 5c.;
Labor King, 5c.; K. B., 10c.

READING, PA.

Cincinnati Conditions.

Heavy General Freight Traffic Delays Tobacco Shipments—Brisk Trade Follows Recent Floods.

Cincinnati, O., April 13, 1903.

The market in seed leaf tobacco ended firm Saturday. The demand and good prices of last week were maintained. The offerings at warehouses were chiefly composed of common and low grades of seed leaf. The Cincinnati Miami sold 191 cases, and the Farmers and Shippers five cases. The sales would have amounted to over 300 cases had the railroads not been so much crowded with business, which held tobacco shipments back. Taking the whole week's output in all the branches of the tobacco business the showing was below the average. Orders however were taken for immediate shipment which will bring next week's accounts up to where they belong. Mr. Downard, of Downard & Koking, said his firm had bought largely and had orders for about all the leaf on hand which would be shipped April 13 and 14, and had some good shipments coming in at the same time.

F. D. Hendry, traveling salesman for Daly & Frei, reports a very successful trip through Indiana. Mr. Daly, the senior partner, is still out on the road.

Mr. Benedict, of The American Cigar Mold Company, returned Saturday last from what he says was his most successful trip so far this year.

L. Bamberger & Brother will have, as this goes to press, completed a factory room in the old National Theatre Building for the manufacture of cigars, introducing suction tables for a trial. It is rumored that Emanuel Hamburger, formerly with the Streng-Marblestone Co., is to act in the capacity of Superintendent. Mr. Bamberger explained to your correspondent that this factory was simply a branch of the Third street factory and to be operated as an experiment. It bids fair to be a success, in which event it will be continued on a large scale.

Henry Esberg, of Esberg, Gunst & Co., New York, was here during the week.

Henry Straus will have his new equipment for retailing, in the Vine street store May 4. Mr. Straus says he is doing the best he can with the facilities at command and manages to get out his orders.

Leo Hamburger of Leo Hamburger & Co., is attending to business and at the same time recuperating his health in Texas. He will do a large part of the West before he returns home some time next week. The firm is still manufacturing the line of five cent cigars the brands of which formerly belonged to a deceased brother of the Messrs. Hamburger. Charles Hamburger has charge of the factory during his brother's absence. Their trade is confined exclusively to jobbers.

Otto Fritz, of Fritz Bros., met your correspondent with a beaming countenance at the factory last week. Mr. Fritz can now afford to look pleasant, as his business troubles of the past few months are at an end. The firm's business is very large throughout the South, and the high waters there have caused so much suffering and damage that business generally became demoralized and especially the cigar business. The levee was cut to relieve the people in Arkansas and Mississippi, allowing the swollen river to disgorge into the Gulf. The naturally beautiful country has assumed its former aspect and business has resumed, starting off with a rush to make up for lost time. Both the Messrs. Fritz and the employes at the factory are working like beavers.

Henry Meyer believes in promotion. His bookkeeper having vacated the position, Mr. Meyer is breaking in the assistant to fill the place.

John Staun says: "We are kept moving. There is no special activity in leaf this week but spring is here and good weather will bring us our full quota of orders."

There was no meeting of the Retail Cigar Dealers' Association last week, Mr. Morgan, one of the board members, being confined to his home by sickness and Samuel Straus, the President, having outside matters to attend to which caused a postponement of a meeting until probably Friday, April 17. Oscar Gassman, Secretary, and the only board member on deck, said there were no vital matters actually necessitating a meeting but it was good policy to have a regular weekly meeting for general discussion. The question of the proposed Smoker needs to be definitely settled.

The new restaurant of The E. W. White Company, on Main street, will have a Smoking Room elegantly fitted up on the second floor for after-dinner enjoyment. There is nothing of this kind at present in the city and it will be likely to take quite well.

The Geise Cigar Box Co. got into their new quarters at 21 E. Canal street last month and are under way in good shape. This is the factory formerly operated by Chas. Meyer in the same line. The younger Mr. Geise attends the office while his father looks after the factory. By close attention to and a thorough knowledge of cigar box making they have built up in the last year a very lucrative business.

PATENTS RELATING to TOBACCO, Etc.

724,651. Tobacco pipe, Alban Andren, Beverly, Mass.

724,667. Smoker's article, Alfred C. Cornell, Philadelphia, Pa.

724,823. Match box, Ralph I Deihl, Harrisburg, Pa.

724,689. Cigar-protector, Robert G. Fraser, New York city.

PHILADELPHIA

ALLOWANCE FOR PAPER BANDS ON CIGARS.

The U. S. Treasury Department is informed that there is a lack of uniformity between the practice prevailing at the port of Philadelphia and that of the port of New York, in returning the weight of cigars for the purpose of assessment of duty. It appears that at Philadelphia no allowance is made for paper bands or rings on imported cigars, while it is otherwise at the port of New York. In view of this fact, the Department has instructed the Collector at Philadelphia to hereafter make an allowance for such paper bands or rings in returning the weight of cigars, the rate and amount of the allowance to be arrived at by weighing 100 samples of each size or style of band, the samples to be furnished by the importer.

In this connection, Assistant Secretary Armstrong states for the information of the Collector that it appears that the allowances made by the local appraiser at New York vary from 2½ ounces to 10 ounces per 1,000. No allowance, however, will be made except where the actual weight of the style and size of the bands on imported cigars has been ascertained by weighing 100 samples as aforesaid.

LOWENGRUND'S WALNUT STREET STORE.

On or about the first of May I. Lowengrund will open his branch retail cigar store at Fourth and Walnut streets. The new store will make the fifth to be operated by Mr. Lowengrund and it is stated on reliable authority that the new smoke emporium at Fourth and Walnut will be an up-to-date one in every respect. Mr. Lowengrund's present cigar stores are noticeable for neatness and cleanliness as well as for the popular lines of cigars carried. The new store, it is said, will surpass the others in points of handsome fittings, show cases, etc., and will carry a full line of high grade cigars and tobaccos.

THE BOSS BOUNCED THE FOREMAN.

An occurrence with more of a humorous than a serious aspect recently came to pass at the Emaus, Pa., cigar factory of Jeitles & Blumenthal. An over officious foreman, recently appointed to that position, began discharging hands with evidently no more reason than to show his brief authority. Result, there was a strike and the hands walked out. Of course the affair reached the ears of the firm. Mr. Blumenthal promptly investigated the matter, "bounced" the foreman, appointed another, the hands went back cheerfully to work and ever since things have gone along swimmingly.

Work at the factories of Jeitles & Blumenthal has been brisk. Mr. Jeitles, who covers the West, is again touring that territory and is meeting with his usual well-deserved reward in securing orders for the firm's meritorious cigars.

MEETING WITH SUCCESS.

Joseph C. Heymann, of Heymann & Co., cigar manufacturers, is touring Eastern Pennsylvania and the middle West, for the purpose of introducing the firm's new brands of cigars, the Francis Lee and Loma. Letters received from Mr. Heymann indicate that he has met with the best of success, and as a consequence work at the South Fifth street and Tampa factories is brisk. Arrangements are now being perfected for the manufacture of the Alan Dale cigar, which is to be a domestic five cent brand. Handsome labels will be placed on all the boxes of cigars made at the Heymann & Co. factories.

BUSY PACKING 1902 TOBACCOS.

L. P. Kimmig & Co., leaf dealers, have a large force of packers busy at their Lancaster warehouse, packing some of the best of the 1902 Pennsylvania tobaccos for their numerous customers. Mr. Kimmig has been giving the work a great deal of personal attention and in addition has also paid careful attention to the demands of the firm's patrons.

HE KNEW WHEN IT WAS EASTER.

The male population of Philadelphia presumably observed Good Friday with a proper observance as to abstaining from meat, etc., but they made up for the deficiency by indulging in more cigars and tobacco. This assertion is made on the strength of what a number of cigar retailers told a Tobacco World representative. "Perhaps it was because the day was half-observed as a holiday," said one retailer, "but at any rate I did almost double my usual business."

"And how was your trade on Easter day?" inquired the World representative.

The retailer closed his left eye humorously and said, "My boy, Easter, you must know, fell on a Sunday and until that beautiful 1794 Blue Law is repealed we poor cigar people are supposed to keep closed on Sunday. See?"

SUCCEEDS S. LOHREN & CO.

Herman M. Loeb, it is announced, has succeeded to the cigar business of S. Lohren & Co. The firm had factories at Pennsburg, Pa., and at 2533 Ridge avenue, Philadelphia. Mr. Loeb will continue the factories as heretofore. He was connected with the old firm and spent a considerable part of his time at Pennsburg. It is stated that Mr. Lohren will give his attention to selling cigars to the trade.

WILL PROBABLY INCORPORATE.

It is quite probable that the grocery firm of Mitchell, Fletcher & Co. will be incorporated in the near future. Since the death of the late George A. Fletcher, December 14 last, the business has been conducted by his widow, Amelia A. Fletcher. Mrs. Fletcher and a number of the older employes, it is thought, will incorporate the business as noted. In the License Court last Thursday a decree was handed down substituting the name of Amelia E. Fletcher for that of her husband, in the wholesale liquor license issued to George A. Fletcher and Samuel S. Thompson, trading as Mitchell, Fletcher & Co. In addition to the large grocery and liquor business carried on, the house has also handled cigars, and in that line has transacted a very large business, which, under the new conditions, will be continued.

NO POLICY SHOP THERE.

One peculiarity of Philadelphia residents is that of speaking of a location which may be several doors from a street corner as being, for instance, "at Broad and Race" or "at Tenth and Arch." This very often misleads strangers from other cities where the practice is to use the word "above" or "below" instead of "at" as the last quoted word is used in Philadelphia. A recent illustration of the harm that may be wrought by the inaccuracy here referred to is found in the Philadelphia Evening Telegraph which alleged that "under the guise of a cigar store," a policy shop had been discovered by the police "at Tenth and Arch." There is only one cigar store at the corner of Tenth and Arch streets, and all who know M. I. Lifshetz, the proprietor, will regret, as does The Tobacco World, that he should have been made the victim of what apparently was meant for caution but which was, in fact, unwarranted recklessness.

U. C. S. CO'S LATEST ADDITION.

The latest addition to the list of the U. C. S. Co's stores in this city is on North Eighth street, between Race and Vine, and this is pronounced the handsomest of their stores here. It is by far the largest and most uniquely fitted up, and the goods more advantageously displayed than at any other of the five stores now operated by them in this city. Manager Greenberg is of the opinion that this store will in the course of time become one of their best. Interior decorations are highly artistic, and wall cases extend along the three sides of the interior, while the entire front is consumed by one massive bulk window. The line of goods carried is pretty much the same as the goods offered at the others of their stores. A specialty is being made this week of the Benefactor at 5c. The store was opened a week ago on Monday.

INSURANCE CASE TO BE TRIED IN PHILADELPHIA.

The case of Certain Insurance Companies vs. M. R. Hoffman, a leaf packer of Marietta, Pa., which was tried some time ago at Lancaster and resulted in a verdict in favor of the insured, is to be tried again in the U. S. District Court of the Eastern District of Pennsylvania, and will come up in this city on Monday next, April 20.

It is claimed by the companies that new evidence is in hand, and upon this was based the request for a new trial. A large number of prominent members of the trade at Lancaster and elsewhere have been subpœnaed, and the trial will doubtless be an interesting one.

THE ANTI-COUPON BILL.

Many retail dealers here are now beginning to feel somewhat alarmed at the prospect of the passage of the anti-coupon bill which has already passed the House of Representatives at Harrisburg. This applies more particularly to those dealers who rely largely on sales of cigarettes and tobacco, with which coupons or some form of gifts are given. Special correspondence from Harrisburg however, indicates that Senator M. S. Quay is now showing his hand on behalf of the large tobacco companies and that he is making every effort to prevent its final passage.

PIPES EXTRAORDINARY.

During this week's visits of the World reporter he visited the establishment of L. Podolnick, at 322 South street, and expressed surprise at the apparently immense stock of pipes, etc. He was informed that the stock in sight is but a small part of the actual stock carried, and that an entire room in another part of the building was filled with a larger and varied assortment of briers, meerschaums, etc. He was also advised that he makes a specialty of being able to offer the local trade job lots of briers, etc., at more than ordinarily low prices.

FERD LOEB'S NEW OFFICE.

Ferd Loeb, now representing Rothschild & Bro. in Havana and Sumatra tobaccos and Cullman Bros. in seed leaf, has opened his new office at 50 North Third street, this city, where he will soon be prepared to show a full line of the goods carried by these two old established houses. In the meantime, however, Mr. Loeb has not been idle, but has been getting into pretty close touch with the trade, and expressed much confidence in continued good business.

We have been requested by M. Kemper & Sons, Baltimore, Md., to announce that Mr. E. Richheimer, a former salesman with that firm, has not been connected with them since April 7, 1903.

Rabell, Costa, Vales & Company



Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana



CIGARS





This Factory Being Independent is Enabled to Guarantee the Quality of its Products.



Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

AIDED LOCAL ACTIVITY.

Several of our visiting leaf salesmen aided the local activity by their presence this week. G. F. Sperry, of Sperry Bros., New Milford, Conn., met with highly encouraging success with his offerings of 1902 force sweat Connecticut, notwithstanding that it was his first visit here for years. Barney Regensberg also aided this "bull" movement by his 1902 Connecticut seconds and shade-grown Sumatra, while Geo. F. Schnath capably held up his end by logical and forceful arguments concerning his offerings of Florida Sumatra.

THE VISITING LEAF MEN.

During the past week the visiting leaf salesmen included George Schnath, with Schroeder & Arguimbau, Albert Kahn, with C. H. Spitzner & Sons, Avalino Pazos, of A. Pazos & Co., Barney Regensberg, with Hinsdale Smith & Co., all of New York; Charles Kaffenberg, with I. Kaffenberg & Son, Boston; Louis Kramer, of Kramer, & Goldberg, Lancaster; and G. F. Sperry, of New Milford, Conn.

MOSTLY PERSONAL.

Milton Herold, of Leopold Loeb & Co., will sail for Holland April 22, on the Statendam.

Julius Vetterlein has lately returned rom a short tour of inspection of the Ohio tobacco markets.

Benj. Labe, of Benj. Labe & Sons, is to sail for Amsterdam soon to attend some of the Sumatra inscriptions.

Mr. Stevenson, the Philadelphia member of the firm of Henriquez, Stevenson & Co., of Key West, left Monday for Key West, to be absent about two weeks.

Theo. Werner, President of T. J. Dunn & Co., is now nearing the Pacific coast, and will be in Denver this week. He is making a complete circuit among the firm's many customers, and his success has already surpassed their most sanguine expectations.

Ike Lavenson, of the Mayer & Lavenson Co., manufacturers of metal signs and other advertising goods in New York, has been circulating in the trade here recently.

PHILADELPHIA LEAF MARKET

The domestic leaf market for the past week was not devoid of numerous transactions, although not so voluminous in the aggregate. More frequent inquiries are coming in for the new tobaccos, which is also indicated by the several sales here of force-sweated Connecticut; several fair-sized transactions in Zimmer Spanish were also reported.

The samples of new Sumatra which have been shown here were eagerly looked over. No particularly important sales have been made as yet.

Havana continues in fairly good demand, and at well maintained prices.

—The government has secured lands and a barn at Marion, Ala., for the purpose of testing the tobacco lands located by the surveyors some two months ago. Experts say these tobacco lands ought to produce a filler equal to that of Cuba.

National Leaf Association.

Announcements Made by the Committee of Arrangements

The following information concerning the coming convention of the National Cigar Leaf Tobacco Association has just been issued:

National Cigar Leaf Tobacco Association.

Greeting:—You are invited to attend the fifth annual convention of the National Cigar Leaf Tobacco Association, to be held on the Steel Pier, Atlantic City, N. J., May 4th, 5th and 6th, 1903.

The first session of the convention will be on Monday, May 4th, 1903, at 10 o'clock a. m.

Free tickets of admission to the Pier will be furnished by the committee.

The annual banquet to the delegates will be served at the Windsor Hotel, Atlantic City, Tuesday, May 5th, at 7 o'clock p. m.

Members of the trade, not delegates or officers of the convention, wishing to participate in the banquet will kindly notify the secretary of the committee on or before April 27th, enclosing check for eight dollars.

At the last convention the following amendment to the by-laws was adopted, and your special attention is called to the same:

"The individual members of such local boards, as are represented by delegates, shall be privileged to be present at all meetings of the organization, shall have the right to present written petitions, and shall have a voice but not a vote at such meetings."

Hotel accommodations will be secured in advance, if notification is sent to the secretary of the committee.

Respectfully yours,
John R. Young, Chairman, Phila.
Harry W. Bruner, Philadelphia.
Jos F. Cullman, New York.
F. Cranz, New York.
Walter S. Bare, Lancaster.
Jos L Friedman, Chicago.
Committee of Arrangements.

Felix Eckerson, Secretary,
255 N. Third St., Philadelphia.

Trade-Mark Register.

BROWN'S INVINCIBLES. 14,023.
For cigars. Registered April 7, 1903, at 1 p m, by C. H. Brown, Philadelphia, Pa.

WHITE OWL. 14,024.
For cigars, cigarettes, cheroots, stogies and tobacco. Registered April 9, 1903. at 9 a m, by D. M. Newswanger, Lancaster, Pa.

CHARLES CARROL. 14,025.
For cigars. Registered April 10, 1903, at 9 a m, by W. H. Bollinger, Hanover, Pa.

MATCHAKA. 14,026.
For cigarettes and tobacco. Registered April 13, 1903, at 2 p m, by M. Kaufman & Co., Philadelphia, Pa.

MIENAS. 14,027.
For cigarettes and tobacco. Registered April 13, 1903, at 2 p m, by M. Kaufman & Co., Philadelphia, Pa.

REJECTIONS.

John Hanson, Barrister.

YORK'S TOBACCO ROBBERY.

Arrest of a Hotel Proprietor Accused of the Crime—Manufacturing Interests —Seeking a Pardon.

York, Pa., April 13, 1903.

The packers who have bulk-sweated any leaf report various kinds of damage. As a rule high prices were paid for the majority of York county tobacco. This with the damage reported to be in the last crop, will make a high costing lot of tobacco when marketable.

Quite a few complaints are heard from manufacturers lately to the effect that their trade is falling off to a deplorable extent. The same is heard from the jobbers who claim their busines does not come up to expectations.

As a result of the raise in the scale of union cigarmakers in this city, one local factory, lately opened, is expected to be closed. At no time were union factories numerous here and the recent raise in the wage scale is certainly not calculated to increase their number.

An application for pardon of Arthur A. Leber, of Red Lion, convicted on the 26th of August last, in the Court of Quarter Sessions of Adams county, of the charge of displaying the labels of the Cigarmakers' International Union, and now serving sentence in jail, will be made before the pardon board on Wednesday, April 15, at Harrisburg.

Edward Neiman, a manufacturer of Thomasville, who, but a few months ago, was canvassing for orders, is very busy with a large force of hands, and reports that he could use a number more if they could be obtained.

Fred Eater has opened a factory on Franklin street.

The petty robberies which have been going on for some time in the vicinity of Yoe and Red Lion, have resulted not only in the arrest of four persons, but it has gone so far as to implicate a hitherto well-known member of the trade, and some interesting facts have been brought out by the arrest of Harry Meads, of Red Lion, who it is alleged sold 155 pounds of Sumatra tobacco to a manufacturer there, and that one Tony Koons avers that he received $25 for delivering the tobacco to the purchaser. The purchaser is said to hold a receipt for $407 —and which it was testified represented the amount paid for the goods. It seems that the tobacco after being stolen was taken to the Red Lion Hotel and buried in the stable yard at night. Afterwards it was removed, and packed in a box in which form it was sold.

A new frame building is being erected on West Market street, which when completed will be occupied by Frank Beck as a cigar factory, who will operate it as a union factory.

Jacob Winter has removed his leaf business to the two buildings immediately adjoining his former premises, giving him quite a spacious warehouse, having elevator and other modern facilities.

There were more than a usually large number of visitors in town during the past week, including Max M. Kolliner, of the Florida Havana and Sumatra Co., of Quincy, Fla., T. D. Hene, with Wedeles Bros., of Chicago, and J. Kosminsky with Taussig & Co., of Chicago, all of whom were offering a line of Florida Sumatra tobaccos. Also, Geo. Wood, of Armstrong & Wood, Elmira, N. Y., Mr. Geiske, of Geiske & Neiman, Baltimore, Md., L. F. Miller, with Dohan & Taitt, Philadelphia, E. H. Miller, with Young & Newman, Philadelphia, Oscar G. Boehm, of Bremer Bros. & Boehm, Philadelphia, Ed. Lichtenberg, of I. Lichtenberg's Sons, New York, Theo. Bixby, with J. Cohn & Co., New York, and A. L. Betts, with the Brunhoff Mfg. Co., Cincinnati.

STRIKE IMPENDING AT LONDON, ONT.

A big cigarmakers' strike is said to be impending at London, Ont. The International Union has raised the scale at London $1 and $1.50 a thousand on nickel cigars and $2 and $3 on 10-cent cigars. The strike will probably be declared about May 10. The trouble appears to have been precipitated by the fact that the big Tuckett firm recently opened a branch factory in London.

There is a possibility that if the impending strike reaches an acute stage the larger factories will remove from London to Montreal where the Unions got a famous licking not so many years ago.

STOLEN—A MILLION TAGS.

A million tobacco tags, bearing a premium-exchange value of $800, were stolen from the premises of the Continental Tobacco Co., in St. Louis, last week. One of the three men arrested was an employe of the company, and left a window unfastened so that his accomplices might enter. Before the arrests a large number of the tags had been sold to dealers.

EXPERIMENTS IN NEW MEXICO.

The Commercial Club of Albuquerque, N. M., has endorsed the project of local capitalists who intend to test the value, for tobacco growing, of large tracts of land lying idle in the vicinity of that city. A company with a capital stock of $25,000 will plant the hardiest grades of tobacco in four ten-acre lots, in four different sections, in order that the relative value of the soil in different parts of the Rio Grande valley may be ascertained. The seed will be in the ground before the end of this month. Experts in growing give great encouragement to the hopes that New Mexico will soon be added to the great tobacco growing states.

SPECIAL NOTICES

(12½ cents per 8-point measured line.)

JOBBERS WANTED to handle our Alex Wilson Cigars. Union made. Correspondence solicited. LA UNION CIGAR CO., Hanover, Pa. 4-15-tf

FOR SALE —Fifty (50) J. R Williams Red Suction Tables, in good condition; will sell cheap. Address MACHINES, Box 62, care of The Tobacco World, Philadelphia. 2-18

WHEN in need of any machines, tools, molds, new or second-hand or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa 3-8-tf

FOR SALE —Universal Cigar Bunching Machine for long or short filler. Inexperienced operators make perfect work at once without the aid of foreman. Weighs but 15 pounds and sells for $15. Sent on approval. WINGRT MACHINE CO., York, Pa., U.S.A. 2-25-3m



Smoke
FAUGH-A-BALLAGH
5c CIGAR
WRITE
GRANEY
Commercial Cigar Co.
476 North High Street,
COLUMBUS, OHIO.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited — Write for Samples.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. **707 Ohio St., Allegheny, Pa.**



HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, **Moundsville, W. Va.**
Jobbers, Write for Samples.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf **Tobacco**
East Petersburg, Pa.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

A sure cure for Dry Cigars and Tobacco.



A cure for foul, slimy, Sponge, Cotton and Felt.

The above devices Nos. 1, 2, 3, 4 and 5, under O. R. Rice's Patent, Jan. 20, 1899, are all adjusted above cigars and tobacco perforated side down, the absorbent in them is mineral and the longer water stand in it the cleaner it becomes. Common sense teaches that moisture is heavier than air and falls and that being a fact dealers with pans underneath their goods only expose their ignorance of the first principle of moistening cigars and tobacco; water absorbed in sponge, cotton or felt becomes slimy and poisonous, that which no smoker should suck and inhale.

Nos. 1 and 2 represent show case moisteners (for every 3 feet) to hang above the retail stock. No. 1 shows practical advertising for cigar jobbers and manufacturers; very low price in quantities. No. 2 for tobacco pails. No. 4, Pans 14x12x20 to slide in rear of silent salesman case in place of worthless pan wrongly placed with perforated side up; also size 14x7x17 for each wall case shelf; 3x11x60 for storage room, and all sizes for storage chests. No. 5, No gentleman's room is complete without it—no box of cigars can be kept outside of a closed case without it. Give us the number of shelves in wall case and size of show case, and we will ship on 10 days approval.

O. R. RICE & CO., 103 East 14th Street, NEW YORK.

D. A. SHAW, President. H. L. SHAW, Vice President. C. H. CURRY, Sec'y & Treas.

Florida Tobacco Company

PIONEER GROWERS
OF
Florida SUMATRA Under Shade

Conducted under the personal supervision of **Mr. D. A. SHAW,** the first grower of tobacco under shade, as Manager for eight years of the **Plantations of Schroeder & Arguimbau,** and as originated by the late **F. A. Schroeder.**

By reason of Our Extensive Experience, we are able to supply

A SUPERIOR LINE OF GOODS

AT THE MOST REASONABLE PRICES.
SAMPLES UPON REQUEST.

Plantations & Offices, Quincy, Gadsden Co., Fla.

New York Retailers' Housewarming.

The housewarming meeting of the Retail Tobacco and Cigar Dealers' Association of Greater New York, was held on the evening of April 14, at the Association's new headquarters, 705 and 707 Third avenue. The meeting room was packed. The resignation of A. D. Scholtz as Assistant Secretary was accepted. A communication was received from the Retail Tobacconists' Association of Hamburg, Germany, asking for the names of Trust brands. President Freeman explained that the independent tobacconists of Germany, are getting ready to fight the trust in their own country and they want to follow American methods. Applause greeted this statement.

Director Thomas E. Donnigan said that the Association expects to begin distributing goods from its new central depot by May 1. Association coupons will be ready about May 10.

Mr. Donnigan said that the future of the Association depends upon itself. The members "will have to hustle and make good."

On the subject of brands to be handled by the Association, Mr. Donnigan said that the Association would have a proprietory interests in the brands. In case the manufacturer sells out to the trust the brands are to revert to the Association. If the Association goes out of business the brands would revert to the manufacturer.

President Freeman said the Association had received subscriptions for more than the $5,000 of the preferred stock of the Association.

The Annual Meeting of the New York Leaf Tobacco Board of Trade

The annual meeting of the New York Leaf Tobacco Board of Trade took place on the afternoon of April 14. The following trustees were elected for the ensuing year: Harry S. Rothschild, Benno Neuberger, Jesse Mayer, Frazer M. Dolbeer, James Ertheiler, Ferdinand Cranz, Joseph F. Cullman, A. Bijur, Leopold Cohn, H. Koenig, Avelino Pazos and Charles Fox.

Following are the delegates to the National Leaf Convention to be held this year on May 4 and 5 at Atlantic City: Ferdinand Cranz, A. Bijur, H. Koenig, Joseph Mendelsohn, Harry Rothschild, Avelino Pazos, Charles Waxelbaum, Frazer M. Dolbeer and Fritz Jacoby. The alternates are: Fred Frese, Joseph F. Cullman, Sigmund Schluechterer, Marco Fleishman, Ed. Smith, John H. Duys, James Ertheiler, Max I. Lichtenberg and Kaufman Falk.

To My Pipe.

I say, old man, come off that shelf,
Once more I'll cling to you,
And do sweet justice to myself
And you. O friend most true!
Forgive me, dear old boy, but I
Know now my act was mad;
For her caress I passed you by,
And played the beastly cad.

Come down, old chap, and let me feel
Forgiveness full and sweet,
For I, sad penitent, do kneel
As low as to thy feet.
And never more shall strife arise
'Tween you and I, old chappie!
We'll soon forget her pretty eyes
And then we'll both be happy.

—Royd Eastwood Morrison.

GUS GREENHUT DEAD.

Gus D. Greenhut, of the well-known New York city leaf firm of Newgass & Greenhut, died of heart disease in a sanitarium at Milwaukee on the evening of April 8, in the 49th year of his age. His wife and young son, who had been summoned from New York by telegraph, were with him when the end came.

Gus Greenhut was one of the best known and best liked leaf men in the United States. He had spent the greater part of his life as a member of the leaf trade of New York city. For fifteen years he was in the service of the old firm of Gans Bros. & Rosenthal. He left that firm about four years ago, to go into business on his own account. Later he formed a copartnership with Julius Lichtenstein, under the firm name of Lichtenstein & Greenhut. Upon the dissolution of that firm, about two years ago, he and William Newgass formed a copartnership under the style of Newgass & Greenhut. Mr. Greenhut married Miss Nellie Neumann, of New York city, about ten years ago. His widow and young son survive him.

Gus Greenhut was in every relation of life an admirable citizen, and by none will his memory be more affectionately cherished than by those with whom he was most closely connected in business. To his old associates the news of his sudden death brought a shock of grief, and the entire trade of the country will long mourn one who, to use the language of one of his oldest friends, was never known to tell a lie.

Break in the Havana Cigar Trust.

As a result of differences which have arisen between the Havana Commercial Company and the Cigar Manufacturers' Association, the company has withdrawn its thirteen factories from membership in the association and will discontinue the use of association labels. These labels purport to guarantee the legitimacy of cigars sold as having been made in Havana.

GENERAL NOTES.

Anderson D. Jennings, a tobacco dealer of Dover, Ky., recently died at the ripe age of 85 years.

Cadet Berry has been dismissed from West Point, having been found guilty of making misstatements concerning having cigarettes in his possession.

James Wood, an organizer of the Cigarmakers' Union, was shot in the arm, on March 31, at Palatka, Fla., by alleged enemies of unionism.

During the month of March, 1903, the largest business ever done in the Binghamton, N. Y. district by cigar manufacturers was shown by the returns to the U. S. Internal Revenue office.

Annie L. Agat, of Chicago, has applied for a divorce from her husband, Rabbi Isaiah Agat, on the ground that he smokes from 60 to 100 cigarettes per day and other minor causes.

Eastern capitalists have furnished money to start a Detroit cigar factory, of which John A. Gerow, formerly with Daniel Scotten & Co., will be the manager.

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R



E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

EVER SINCE WE ESTABLISHED this business we have put up Tobacco in the BEST WAY possible.
Selected B's and Good Tops a Specialty.
SONDHEIMER & SMITH,
Packers of and Dealers in **LEAF TOBACCO**
LANCASTER, PA.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

JACOB MAYER,
Packer and Dealer in **Leaf Tobacco**
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
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